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APRIL 1959

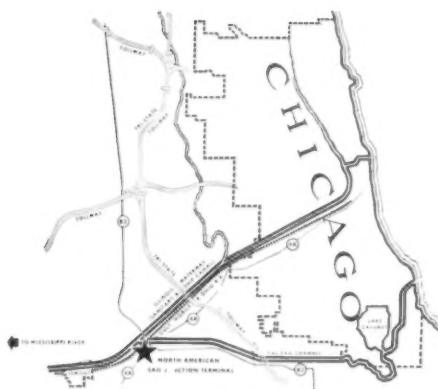


**A New Look
at Lading Damage
—Page 38**

North American Car Corporation

EXPANDS and DIVERSIFIES

with **TERMINAL SERVICES**



NORTH AMERICAN'S Sag Junction Terminal at the gateway to a vast and growing market in Chicagoland and in the Midwest.

Expansion at Chicago provides strategic terminal facilities and acreage on the Illinois Waterway and Cal-Sag Channel; more storage tanks planned for liquid and granular products in bulk

Through acquisition of the Alexander Chemical Corporation, North American now offers a wide range of terminal services at Chicago's doorstep. Served by low-cost water transportation and all modes of heavy transport, Sag Junction Terminal provides retail distribution of your product direct to the industrial heart of greater Chicago and the Midwest.

By storing large amounts of your product near the market, you can give quick, efficient, on-time service to your Chicago customers. Large inbound transportation savings are possible through bulk shipments by water. You have efficient rail service of the Gulf, Mobile and Ohio Railroad and highway access to principal customer areas.

North American's Sag Junction Terminal is just like having a plant in Chicago—*without a cent of capital investment by you!* Find out now how our leased terminal facilities and logistics experts can help solve your requirements. Inquire without obligation.

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TERMINAL SERVICES DIVISION

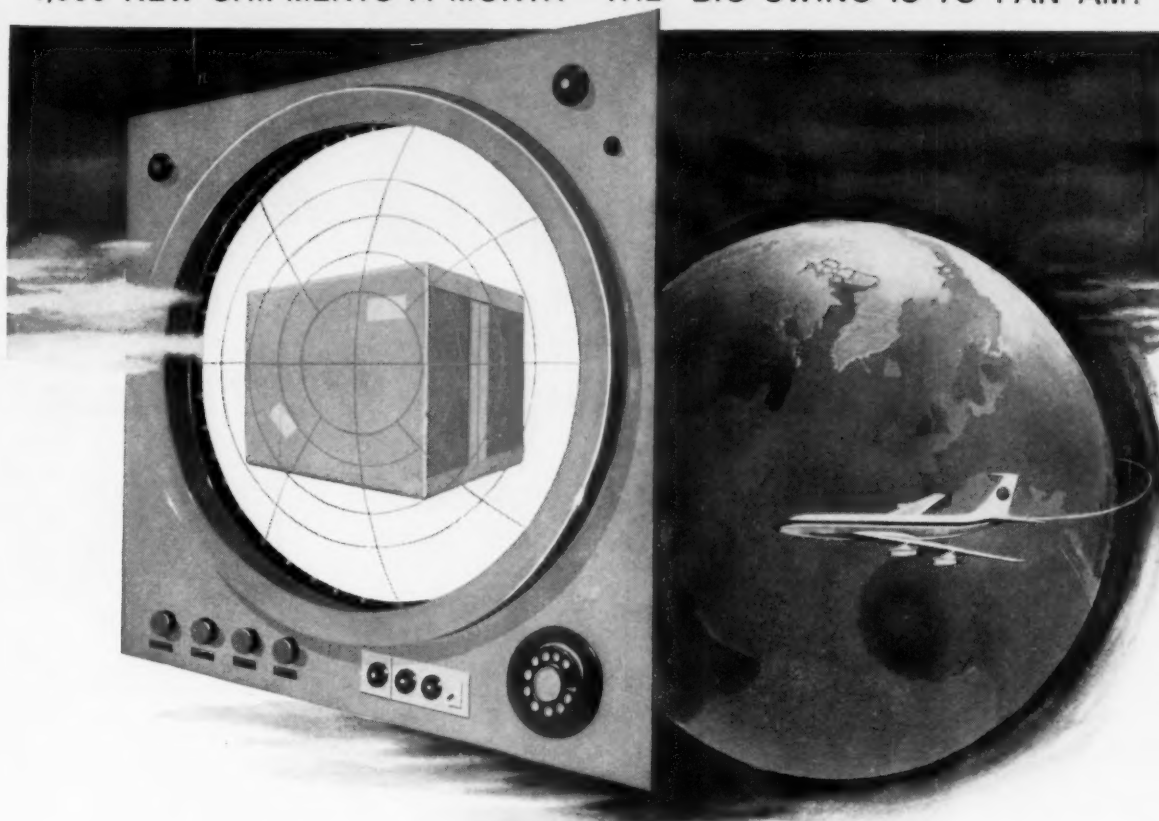
NORTH AMERICAN CAR CORPORATION

231 South LaSalle Street, Chicago 4, Illinois

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1,000 NEW SHIPMENTS A MONTH—THE BIG SWING IS TO PAN AM!



Your goods are "tracked" every step of the way

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Example: *experts* "shepherd" your shipment from departure to delivery.

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WORLD'S MOST MODERN AIR FLEET. On *any* Pan Am flight, your goods go "first-class"—are delivered in *showcase* condition. Pressurized and temperature-controlled planes "baby" delicate cargo.

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All this and a Jet Assist, too! For soon Pan Am will add *Jet Clippers* to the Profit Lift!

For that next shipment call your cargo agent, freight forwarder or Pan Am *today*.

PAN AM CLIPPER CARGO

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over other methods



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President

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A NATIONWIDE ORGANIZATION

Circle No. 1 on Card, Facing Page 51, for more information

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APRIL 1959

DA DISTRIBUTION AGE

Vol. 58, No. 4

ESTABLISHED 1901

APRIL 1959

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Makes every haul a ball!

Dodge drivers have a happy talent for delivering their cargoes on time—and arriving in the best of spirits. One glance into a big, roomy Dodge cab shows you *some* of the reasons why. And you understand a lot *more* of the reasons when you thread a high-powered Dodge van through traffic or swing it up to a loading dock. Dodge steering, for instance, has a friendly ease that comes from its gear-before-axle design and shortest turning radius. There are suspended brake and clutch pedals, with hydraulically actuated clutch for easy operation . . . and more.

Want to be filled in on *all* the Dodge extra-value features? Talk to your Dodge dealer, see why . . .

today,
it's real smart
to choose **Dodge**
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Dodge "Job-Rated" trucks make servicing easy, too! The exclusive Dodge full-width hood rises a full 90 degrees—it's like taking the top completely off the engine compartment. For routine checks of battery, oil and water, hood opens to a regular 45-degree angle. It's the industry's most functional hood!

Circle No. 2 on Card, Facing Page 51, for more information

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How to reduce the
high cost of moving



Transferred
Personnel



Convention Displays
and
Traveling Exhibits



Entire Sales
or Manufacturing
Operations



Delicate
Electronic
Equipment

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Advertisement
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tells the story!

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By deliberate design, the Agents of National Van Lines are first businessmen. Evidence: Their painstaking attention to detail... their greater knowledge of packing requirements, loading and storage... their efficiency in meeting pickup and delivery schedules.

But most important to you: The fact that they are first businessmen means a broader appreciation and understanding of your problems; more intelligent counsel and evaluation of the services best suited for your needs. They can reduce your costs, too, because...

National has the lowest rates of the 48-state van lines

Since 1950, when National became a 48-state carrier, its management has believed that it can attract more business, while providing unusually fine services, with lower rates and still earn a fair return on its capital investment. Example: On a typical executive household goods move of six rooms from Chicago to Los Angeles, National's rates would be about \$72 lower. Project this 5 to 7% difference over your entire moving requirements... the savings can be startling! Your local National Agent can tell you more.

Here's How National's Rates* Can Save You Money on Moving Personnel

	Other 48 State Carriers	NATIONAL	Savings
Chicago to New York	\$435.00	\$363.00	\$72.00
Detroit to New Orleans	728.00	656.00	72.00
Kansas City to Dallas	426.00	354.00	72.00
Philadelphia to New Orleans	792.00	720.00	72.00
San Francisco to Miami	1,008.00	936.00	72.00
New York to San Francisco	1,404.00	1,332.00	72.00

*Lowest Rates to \$100.00 in Advance

**NATIONAL
VAN LINES, INC.**

Now the fifth largest van line with a sales increase of 292% in the past six years.
Agents throughout the U.S.A. and principal foreign cities.
World Headquarters: Broadview, Ill.

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I am interested in knowing more about:

- ☐ Your Program For Adding New Agents
☐ Moving People or Equipment

Name _____
Title _____
Firm _____
Street _____
City _____ State _____



Flexi-Van Service available on the New York Central to markets shown. Also available by connecting railroads to the West Coast and intermediate points.

EXPANDING...

Flexi-Van is reaching into new territories and deeper into every region it serves!

Flexi-Van Service has stretched out again! Now it connects major markets on the New York Central with markets on the Burlington, Milwaukee and Santa Fe Railroads as far west as the Coast, including Denver, Spokane, Tacoma and Seattle.

In another way, too, Flexi-Van Service is covering more and more territory. Plants many miles away from the railroad can now enjoy the special advantages of this unique highway-rail freight transportation system. Check *your* routings and see if you are getting all of these advantages—only Flexi-Van offers them all:

Fast, dependable handling. Flexi-Van Service gives the speed and all-weather reliability of rail transportation, plus truck flexibility.

"Containerized" shipping all the way—you load your freight in the Flexi-Van at your shipping dock. It stays just the way you put it until it's unloaded at the consignee's platform.

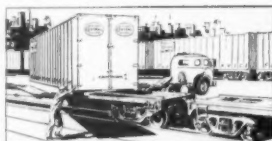
Low damage risk. Because the Van goes on the train minus wheels, it rides low. And with a low center of gravity, rubber cushioning and roller bearings, your shipment gets a shock-free ride.

A capacity of 2,200 cu. ft., with minimum weights and rates that are competitive with other shipping methods.

Try Flexi-Van and see! If you are not sure your plant and destination are within Flexi-Van's new longer reach, call the nearest New York Central freight salesman and find out.

New York Central Railroad

Ask for FLEXI-VAN Service



From shipping platform...to rails...your freight highballs to receiver

New

Now "HEFTY" is on air



2,000-LB LIFT TRUCK NOW AVAILABLE WITH PNEUMATIC TIRES

"Hefty," the New Allis-Chalmers FTP-20 lift truck, is now available as Model FTP-20 with pneumatic tires. Now "Hefty" is outstanding in his class on yard work, over rough terrain and in areas where pneumatic tires are preferred.

**Allis-Chalmers
FTP20-24**

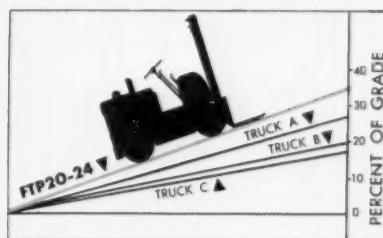


Look how "Hefty" measures up on performance features that count:

Plenty of Power — Heavy-duty industrial engine has 35 hp, 97 ft-lb of torque — most available in a truck this size.

Easily Maneuverable — makes right angle turns in aisles as narrow as 83½ in., plus load.

Stable, climbs 34% grade with load — further evidence of power, torque and stability . . . further proof of superiority.



The FTP20-24 climbs a 34% grade with load.

Lasting Performance. Owners of Allis-Chalmers FT series lift trucks have learned to measure life expectancy of their machines with a new, longer yardstick. "Hefty" is no exception. Further, stripping for routine service takes only 22 seconds . . . disassembly for overhaul less than half an hour.

BH-102

Put the new FTP-20 to work in and around your plant and compare it for high output and low maintenance. See your Allis-Chalmers material handling dealer. Send for special new Bulletin BU-493. Allis-Chalmers, Milwaukee 1, Wisconsin.



ALLIS-CHALMERS

Plan
to stay
ahead...
MODERNIZE!

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Reserved Air Freight—United Air Lines regular-rate "extra" guarantees you space

United Air Lines can *guarantee* the air freight space you need! United Mainliners and Cargoliners take off more than 900 times a day, and every one of them is a cargo carrier. The "right" flight at the right time for your shipment — another reason why so many shippers use Reserved Air Freight on a regular basis! Phone United Air Lines today.

AND MORE "EXTRAS"

Radar on every Mainliner® helps insure more on-time deliveries, a smoother ride for fragile cargo.

The only centralized cargo control checks your shipment every mile and minute of the way.

Door-to-door pickup and delivery makes United an extension of your own shipping department.

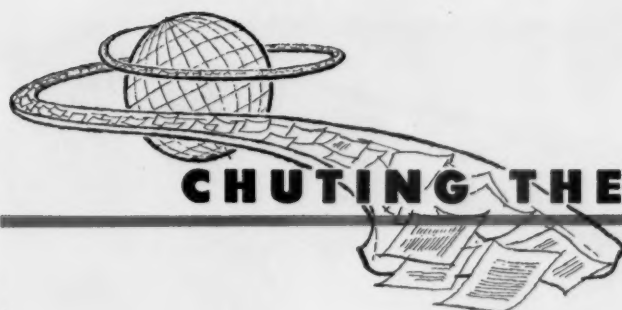
Service to 82 cities, 2000 communities, puts most markets only hours from your production line.

FREE BOOKLET

Tells how United Air Lines saves freight shippers money, provides better service. How about you? Just write to Cargo Sales Division, United Air Lines, 36 South Wabash Ave., Chicago 3, Illinois.



YOU PAY NO MORE FOR EXTRA CARE WHEN YOU SHIP UNITED AIR LINES



NEWS

Irregular Route Carriers Hold New York Meeting

The ATA Common Carrier Conference—Irregular Route, at its recent annual meeting, heard of the conflict between the Fair Labor Act and ICC rules.

Benjamin R. Miller, ATA director of industrial relations, discussed this issue. He said that the Fair Labor Act includes motor carrier employees whose hours of service are presently regulated by the ICC.

ATA is opposing this move because it will disrupt the labor agreements now in force.

E. W. Harlan, chairman of the ATA Industrial Relations Committee, called on members to aid in gathering facts to be used in labor contract talks.

Dangers from competitors were discussed by two speakers. J. Robert Cooper, ATA president, said that railroads are conducting an intensive effort for legislation to permit them to operate other forms of transit.

Fred G. Freund, secretary of the National Motor Freight Traffic Association, discussed the railroads' proposed agreed charge.

—DA—

Standard Form Study

The American Trucking Associations' Accounting Service is studying forms for filing ICC quarterly reports. The Service hopes to develop standardized forms and methods for compiling the data required. Questionnaires are being sent to Class I carriers which have, in the past, submitted similar information to ATA.

Bills Before Congress Attempt to Promote Highway Safety and to Increase Gasoline Tax

Many bills dealing with highway safety have been introduced in Congress. These proposals deal with uniform traffic laws, design of vehicles, safety devices, and improved licensing.

House Concurrent Resolution 21 expresses the view of Congress that traffic laws should be uniform throughout the U. S.

—DA—

NRMA Traffic Group to Hold 38th Annual Conference

The Traffic Group of the National Retail Merchants Association will hold its 38th Annual Conference in Cincinnati, Ohio, April 13-15.

Meeting at the Netherland Hilton Hotel, the Group will study new developments in traffic, receiving, and marking. Eugene H. Wabler, chairman of the Group, will open the conference at 10 a.m. on Monday. This session will include the report of Loren C. Spademan, chairman of the Receiving and Marking Committee, and a panel discussion on "Ideas that Paid Off."

Dr. Charles E. Irvin, of Michigan State University, will speak at the Tuesday luncheon.

—DA—

Quesada to Get Award

Elwood R. Quesada, administrator, Federal Aviation Agency, will receive the Harry E. Salzberg Medal for "distinguished contributions to transportation." Quesada will deliver the 11th Annual Salzberg Memorial Lecture at Syracuse University April 20.

Two other bills (HR 4946 and HR 5436) would require the secretary of commerce to maintain a clearing house on revoked driver licenses. States could draw upon this information in restricting unsafe drivers.

Congress may launch a study to determine how vehicle design can contribute to safety. House Resolution 40 would charge the Committee on Interstate and Foreign Commerce to carry out this program. A report would be presented to Congress.

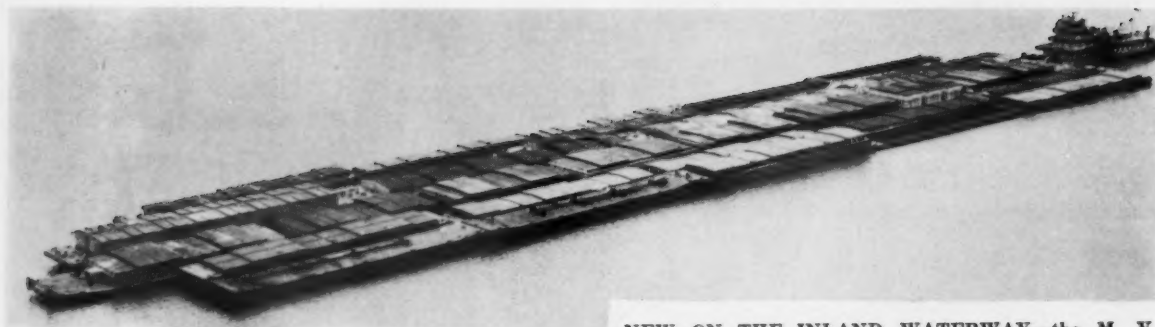
Among the tax proposals which would affect shippers is a bill increasing the federal gasoline tax by one-and-one-half cent. After five years the tax would drop back to the three cents per gallon rate. The increase would be used to build up the Highway Trust Fund.

—DA—

Rails Ask Tax Incentive

Tax incentives have been urged to help the railroads build up their freight car fleet. Daniel P. Loomis, president of the Association of American Railroads, suggested in a recent letter that Congress take action on these two proposals: (1) Allow railroads to establish their own construction reserve funds on which taxes would be deferred if the fund is used within five years for new facilities. (2) Grant the industry a shorter write-off period for tax purposes in depreciating capital investments.

(Please Turn Page)



NEW ON THE INLAND WATERWAY—the M. V. United States (far right), built for Federal Barge Lines, Inc., went into service recently on the lower Mississippi River. Towboat has 40,000-ton capacity. Merchant Prince (center) is a new 3200-hp diesel vessel, 148-ft long built by Dravo. Merchant Prince is 34-ft wide and has a depth of 10½-ft. M. V. United States is shown (above) powering a tow of 42 barges, a record for the upper Mississippi. Built by St. Louis Shipbuilding and Steel Co., the vessel is powered by four diesel engines. This tow was approximately 7½ acres in cargo area

Chuting the News...

(Continued from Preceding Page)

NITLeague President Appoints Chairmen Of Standing Committees for Year

Committee chairmanships of the National Industrial Tariff League for 1959 were announced recently. The appointments were made by President William H. Ott.

Chairmen of standing committees will be:

Aeronautics Committee: C. Harris Crook, general traffic manager, United Aircraft Corp. Bill of Lading Committee: C. S. Connolly, assistant vice president-traffic, Carnation Co. Car Demurrage and Storage Committee: J. H. Wilharm, director of traffic, Diamond Alkali Co. Classification Committee: Harry T. Jacobson, general traffic manager, Bridgeport Brass Co. Common Carrier by Motor Vehicle Committee: Harold T. Reed, director of transportation, Line Material Industries, McGraw-Edison Co.

Contract Carrier by Motor Vehicle Committee: John S. Carson, director of transportation, Stauffer Chemical Co. Committee to Cooperate with Transportation Executive: C. H. Beard, general traffic manager, Union Carbide Corp. Diversion and Reconsignment Committee: Robert H. Smith, Duluth Chamber of Commerce. Export and Import Traffic Committee: Martin E. Coughlin, director of traffic, Thomas J. Lipton, Inc. Express Committee: William E. Buchelt, general traffic manager, West Bend Aluminum Co. Finance and Auditing Committee: A. H. Lathrop, general traffic manager, American Enka Corp.

Freight Claims and Claims Prevention Committee: Paul P. Watkins, traffic manager and attorney, Georgia-Alabama Textile Traffic Association. Freight Forwarder Committee: R. C. Stockton, general traffic manager, Stewart - Warner Corp. Highway transportation Committee: Joseph S. Wilson, general traffic manager, Sunshine Biscuits, Inc. Inland Waterways Committee: Louis A. Schwartz,

general manager, New Orleans Traffic and Transportation Bureau. Intercoastal and Coastwise Transportation Committee: Avery M. Cloninger, general traffic manager, Longview Fibre Co.

Legislative Committee: H. O. Mathews, general manager, Transportation and Distribution Division, Armour and Co. LCL, Merchandise, and Small Shipments Committee: J. M. Cody, general traffic manager, Butler Brothers. Membership Committee: Paul N. Haskell, manager, Traffic and Transportation Department, Houston Chamber of Commerce. Passenger Traffic Committee: C. S. Decker, general traffic manager, The Borden Co. Postal Committee: T. C. Hope, general traffic manager, Montgomery Ward & Co.

Committee on Railroad Rates and Practices: Eugene Landis, director of transportation, International Minerals & Chemical Corp. Rate Construction and Tariffs Committee: P. T. Brewbaker, general traffic manager, Hooker Chemical Corp. Transportation Instrumentalities and Car Service Committee: C. H. Vescelius, general traffic manager, ACF Industries, Inc. Warehousing and Distribution Committee: R. C. Waehner, general manager, Distribution Division, Lever Brothers Co. Weighing Committee: H. F. Klocker, general traffic manager, Monsanto Chemical Co.

LaTour Installed As President By AMHS Executive Board

The American Material Handling Society's Executive Board, meeting recently, installed a new president.

He is Frank G. LaTour, of Mohasco Industries. He will fill the unexpired term of Alfred J. Van Benschoten, who resigned because of poor health.

Another important item on the agenda was the Material Handling Exposition. The show, sponsored by the Material Handling Institute, Inc., will be held June 9-12 in the Cleveland Public Auditorium. More than 30,000 visitors are expected.

A feature of the Exposition will be technical sessions held in cooperation with management and engineering associations. During the Cleveland exposition, AMHS will hold its 10th Anniversary Banquet. John J. Allen, Jr., undersecretary of commerce for transportation, will be the guest speaker.

—DA—

Forwarder Bill Introduced

Two bills involving foreign freight forwarders have been introduced by Congressman T. A. Thompson. H.R. 5067 provides for repeal of the Bland Freight Forwarding Act. H.R. 5068 calls for an amendment of the 1916 Shipping Act to provide for licensing of independent freight forwarders.



Highway, Waterway Groups Attack Guaranteed Rail Rate

Seven trucking and waterway groups have gone on record as opposing the guaranteed rail rate plan.

The protesting groups argue that the proposed plan would constitute a special rate.

As originally proposed, the rate would apply only to steel pipe shipped on the Soo Line. However, the proposal has been amended to include all members of the Western Trunk Line Committee.

The groups opposing the rate are the American Trucking Associations, Inc.; the National Motor Freight Traffic Association, Inc.; Clairmont Transfer Co.; American Waterways Operators, Inc.; Great Lakes Operators; Great Lakes Ship Owners Association; and the Waterways Freight Bureau.

—DA—

Income Tax Payments

Truck owners and operators were reminded today by the Internal Revenue Service to withhold employment and income taxes from the pay of "hired-unloading help." Withholding also is required in cases where truckers reimburse their employe-drivers who hire and pay helpers to unload "drop" freight.

Piggy-back loadings for the week ending March 7 set a record of 7772 cars, more than double the 3059 cars loaded the same week of 1958. These figures were compiled by the Association of American Railroads.

—DA—

U.S. Studies Simplified Paper Work for Overseas Shipping

The Maritime Administration has opened an inquiry into the possibility of simplifying paper work for overseas shipping.

It is possible today to move goods faster than the necessary paper work can be processed, Maritime Administrator Clarence G. Morse said in opening the study. Moving a ton of goods from producer to foreign customer may involve as many as 170 steps of documentation.

The program will be coordinated with the Maritime Administration's research on improved cargo handling.

—DA—

ATC Official Dies

John B. Palmer, secretary of the Associated Traffic Clubs of America and general freight agent for the Texas and Pacific Railway, died March 19 in Chicago. He was a resident of Arlington Heights, Ill.

Slight Decrease Reported In Intercity Truck Freight

Intercity freight tonnage hauled by truck in 1958 dropped 1.1 per cent from the figure for 1957.

Figures for the two years, as reported by the American Trucking Associations, Inc., are 300,604,727 and 304,001,154 tons. This was the first decline in the annual truck tonnage index since 1954.

An increase of 6.2 per cent in tonnage during the last quarter of 1958 over the same period of 1957 offset a tonnage drop in the first nine months.

—DA—

Chesapeake and Ohio Railway has inaugurated overnight piggy-back service in special freight trains between Chicago and Detroit and between Chicago and Cincinnati. Thirty-two truck companies have signed up for the service.

—DA—

Seaway Tolls Announced

The governments of Canada and the United States have announced agreement on a tariff of tolls for the St. Lawrence Seaway. The schedule agreed upon is the same as that recommended in June.

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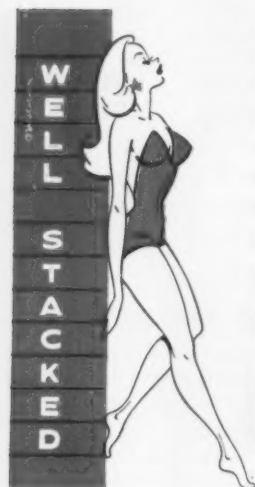
FAST!

EMI *air-row* head

FULLY ADJUSTABLE PALLET RACKS



- ★ EASY TO ERECT
- ★ ONLY 2 BASIC PARTS
- ★ SIMPLE TO ADJUST
- ★ QUICK TO RELOCATE



EMI AIR-ROW Head Racks easily adjust to stack pallets, skids, dies and bulk of varying heights. Upright frames are tied together with sturdy steel support beams which quickly snap into AIR-ROW slots in the vertical post. Forge lock fittings on the ends of the support beams insure positive self-locking engagement with no sway or pop-out.

WRITE FOR OUR COMPLETE CATALOG!

**You can stack or ship ANYTHING
in any industry on EMI racks**

EQUIPMENT MFG. INC.

21542 HOOVER ROAD • DETROIT 5, MICHIGAN

Circle No. 4 on Card, Facing Page 51, for more information

News . . .

(Continued from Preceding Page)

News Briefs

A National Assn. of Transportation Consultants was formed recently by representatives of 22 bureaus. J. A. Heitzinger, of Midwest Freight Traffic Service Bureau, Chicago, was elected president.

The New York Central System has purchased 2000 new hoppers and placed an additional order for 500 self-clearing 70-ton hopper cars for the Pittsburgh and Lake Erie Railroad, a Central affiliate.

"Seamobile" containers will be hauled by the Missouri Pacific Freight Transport Co., between Seatrain Lines' Texas City terminal and the industrial communities in the Texas Gulf area including Freeport, Baytown, and Velasco, Texas.

Acme Fast Freight, Inc., has placed its new terminal in Chicago in full operation with covered track space for 204 freight cars and loading and unloading docks for 286 trucks.

High school seniors in the area served by Chippewa Motor Freight will be able to apply for scholarships awarded by the firm through a continuation of its aid to deserving graduates program.

United Airlines has signed interline agreements with Linea Aerea Nacional (Chile), Transcontinental, S.A. (Argentina), Ansett-Australian National Airways, and Ariana Afghan Airlines. A fifth agreement covers cargo moving on flights of Rutas Aereas Nacionales, an all-cargo Venezuelan carrier.

A repair program has been disclosed by the Illinois Central Railroad. It includes repairs to 5680 freight cars and 59 passenger cars.

Georgia-Pacific Paper Co., Toledo, Ohio, has become a member of the National Paperboard Assn.

Construction has begun on a warehouse and office for the B. F. Goodrich Tire Co., in Pittsburgh, which will serve large parts of Pennsylvania, New York, West Virginia, and Maryland.

Fifty 85-ft flatcars speed highway trailers on fast schedules between Chicago and Detroit and between Chicago and Cincinnati as part of the Chesapeake and Ohio Railway's "highball" piggy-back service.

The Rock Island Lines, in a \$14,000,000 program of capital improvements, will purchase eight diesel locomotives and 700 box cars, 200 of which will be equipped with damage-free loaders.

The Assn. of Motor Freight Managers of Minneapolis-St. Paul is now affiliated with the Operations Council of the American Trucking Assns., Inc.

New officers of the Local Cartage Assn., Inc. of Greater St. Louis are: C. W. Koeller, president; Fred L. Schumacher, first vice president; Stanley F. Raffel, second vice president; and C. J. Smith, treasurer.

The National Small Shipments Traffic Conference, Inc. has established a special committee to work toward a uniform multiple shipment rule. Committee members are: Walter K. Cabot, Charles H. Harbutt, R. J. Tyler, Richard A. Whitty, and George O. Griffith.

M and M Transportation Co.'s. completely renovated and newly designed headquarters were recently opened in Somerville, Mass.

Baltimore and Ohio Railroad employees have begun the second quarter century of their Cooperative Traffic Program. The program enlists every employee as an aide for passenger and freight sales contact.

Tonnages handled through the Port of Boston during 1958 reached a total of 20,618,557 tons, according to the Fifth Annual Report of the Port of Boston Commission. Figures show a drop of 68,721 tons from the record year of 1956. Imports decreased 9.2 per cent.

U. S. Steel Supply Div. of the U. S. Steel Corp., Chicago, was admitted into membership in The Material Handling Institute, Inc., recently.

A 16,902-ton ore shipment, the biggest shipment in 25 years, reached the Port of Stockton, Calif., recently from Nevada mines.

Ringsby Truck Lines, Inc. has acquired Fleetlines of Nevada along with ICC authority to operate as a common carrier over that firm's direct route between Los Angeles and Las Vegas.

Kerr Steamship Co., Inc., has moved to 51 Broad St., New York 4.

American Airlines is converting 10 DC-7B passenger airplanes to air-freighters.

Portland - Seattle Freight Lines, Inc., and Interstate Motor Lines, Inc., have entered into a firm through interchange agreement on freight moving to and from the Seattle-Tacoma area.

The Great Northern Railway Co., is laying welded rail and plans to make 20,000 welds this year.

Union Pacific Railroad has placed an order for 75 turbo-charged diesel-electric locomotives with the Electro-Motive Div., General Motors Corp.

The New Jersey Industrial Traffic League has attacked Assembly Bill 150 introduced in the New Jersey Legislature to impose a weight distance tax on certain motor vehicles operating on the New Jersey highways.

The Port of New York Authority has announced that airline jets, in bad weather, will be permitted to land at Newark as an alternate.

(Please Turn to Page 16)

*Here's
the Newest*
**B&O service that
can make you a
better informed
shipper!**

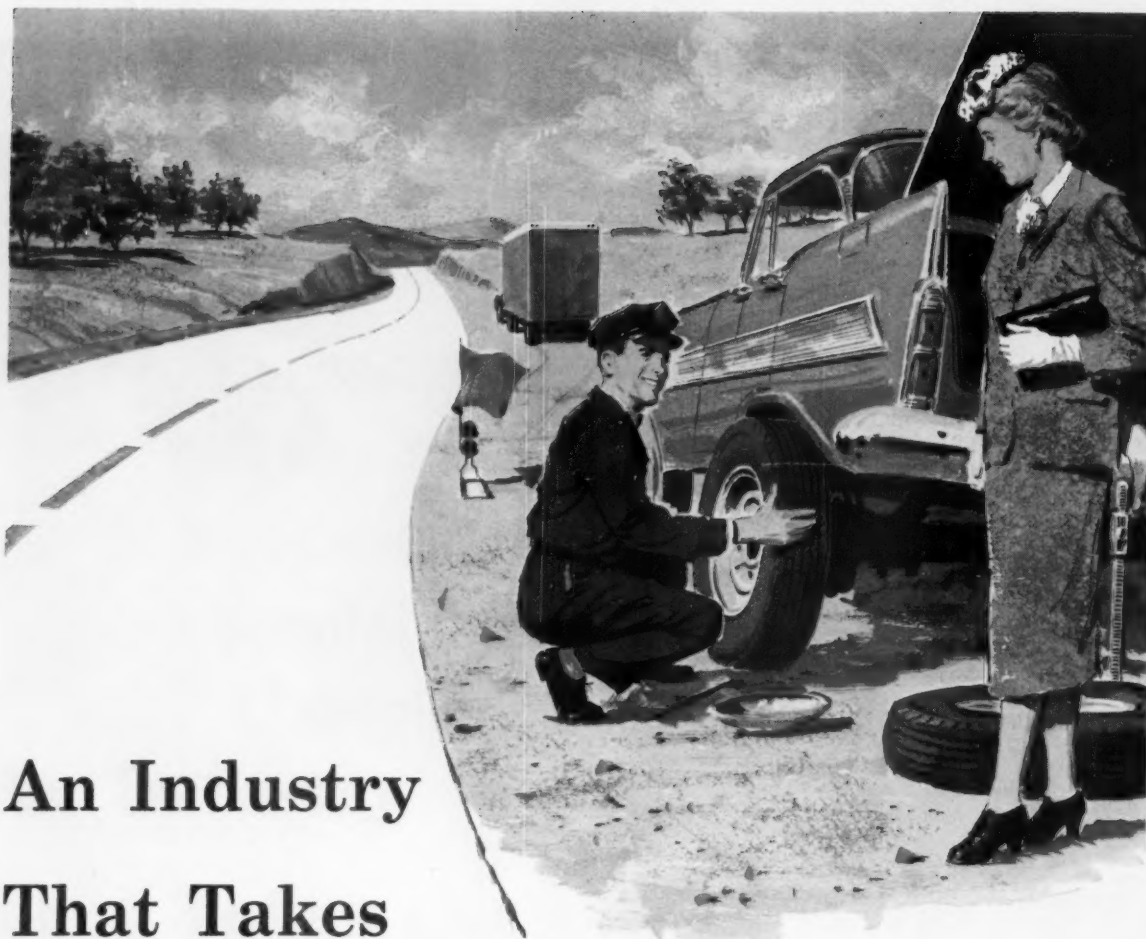


Fast... Fast... Fast tracing information is now available to shippers and receivers, thanks to B&O's new... DOT... (Data On Tracing). Through ultra modern methods, B&O sales and service offices across the Nation are kept informed of car movements 24 hours a day.

Ship via B&O and get the benefit of... DOT...

Ask our man!





An Industry That Takes “Time Out” To Be Courteous

Ever have a flat tire or run out of gas miles from a service station and have a truck driver stop to help you?

If so, you understand perfectly what is meant when it's said that the trucking industry is an industry that takes “time out” to be courteous. And it's plain to see, too, why truck drivers are often referred to as gentlemen of the highways.

Courtesy is one of a number of basic subjects

given top billing in truck driver training programs all over America. In addition to helping stranded motorists, it involves the conscientious use of signals, giving the other fellow the right of way, maintaining the proper mental attitude.

The industry's emphasis on courtesy and safe driving practices helps explain the splendid safety record of the nation's over-the-highway truck drivers.



AMERICAN TRUCKING INDUSTRY

American Trucking Associations, Inc., Washington 6, D. C.

THE WHEELS THAT GO EVERYWHERE



B.F. Goodrich



Pneumatic

B.F. Goodrich makes a complete range of sizes and variety of tread designs, including the new All-Purpose.



Solid

Which is right for you—Pressed-On Solid in regular or Deluxe Cushion, or Vulcanized-On Solid? What tread design? What compound?

Your B.F. Goodrich Analysis man gives you industrial tire advice . . . FREE!

Problem: There are many variables in industrial tire types, sizes, tread compounds and tread designs. Do you know which tire is right for your materials handling job?

Solution: Without cost or obligation your B.F. Goodrich Tire and Wheel Analysis man will study your equipment, loads, hauling surfaces and other special problems you have. He'll recommend the right tires for you to use—recommendations that are unbiased because B.F. Goodrich makes a *complete* line of industrial tires.

Result: You save as much as 50% on industrial tire costs, as much as 20% on maintenance costs! Mail the coupon today for your FREE B.F. Goodrich TW Analysis.

A special consulting service is available to manufacturers of materials handling equipment.

Specify B.F. Goodrich tires when ordering new equipment

B.F. Goodrich Tire Company
A Division of The B.F. Goodrich Company
Department TW-752, Akron 18, Ohio

I would like further information on your FREE TW Analysis.

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COMPANY _____

STREET _____

CITY _____ STATE _____ ZONE _____

© The B.F. Goodrich Company



Smileage!

B.F. Goodrich *industrial tires*

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Win a Thunderbird or Corvette in the B.F. Goodrich Truck Tire Mileage Contest. See your B.F. Goodrich dealer for entry blanks.

APRIL 1959

15

NCB Plans 7 Meetings for 1959

The National Classification Board is planning to hold three additional joint docket hearings and educational meetings with motor carriers this year.

Plans have been made to stage meetings in Kansas City, Dallas, and San Francisco. The increase in the number of meetings was advocated to give a greater number of motor carriers the opportunity to exchange views with Board members.

Toledo, Ohio, has been chosen for the location of an administrative center for the handling of Department of Defense cargo loading in the Great Lakes.

AMA Packaging Exposition

The 28th National Packaging Exposition sponsored by the American Management Assn. will be held April 13-17 in the International Amphitheatre, Chicago.

(Please Turn to Page 31)

Traffic—

Michael J. Walsh, Jr.—appointed traffic manager, St. Regis Paper Co., New York.

William Herbold—promoted to director-traffic and transportation, Chemstrand Corp., New York.

Charles A. Foltz—new warehouse operations manager, Montgomery Ward and Co. Distribution Center, Chicago.

C. Gordon Anderson—new president (shown), M. James Spitzer—secretary-treasurer, officers of reorganized TMT Trailer Ferry, Inc., Jacksonville, Fla.

James J. Bethune—assumes additional title of assistant to vice president-sales; Stanley Hawk—assistant general traffic manager, Alpha Portland Cement Co., Easton, Pa.

Brig. Gen. I. Sewell Morris—promoted to rank of major general, U. S. Army.

Norman E. Doucette—new member, The National Small Shipments Traffic Conference, Inc.

Robert Ricker—made assistant to general manager-traffic, The Stanley Works, New Britain, Conn.

Joseph W. Hepburn—appointed traffic manager, Central Div., National Can Corp., Chicago; Joseph L. Rich—traffic manager, Atlantic Div.

B. A. Springrose—named chief transportation consultant - Executive Committee, Cargill, Inc., Minneapolis, Minn.

James E. Bilbo—installed as chairman, Interstate Commerce Commission Practitioners, Atlanta, Ga.



John H. McAllister—appointed general traffic manager, Dominion Foundries and Steel, Ltd., Hamilton, Ont.

A. E. Egner—is the new manager-warehousing and distribution, RCA Victor Television Div., Camden, N. J.

Edgar A. Fero—promoted to traffic manager, Behr - Manning Co., Troy, N. Y.



James H. Mullen—manager-rates; William P. Pierce—manager-service; and Donovan D. Day—supervisor-export traffic, Kaiser Steel Corp., Oakland, Calif.

Col. Leo J. Coughlin—announces his association with James C. Buckley, Inc., New York, industrial and transportation consultants for studies of port terminal operations and warehousing.

Walter J. Dennis—opens office as freight traffic consultant with Mrs. Selma Gress, Dennis and Co., Portland, Ore.



Net Operating Income of Class I Railroads

(All aggregates in thousands)

	Month of December		Year		Average 5 Years 1953-57
	1958	1957	1958	1957	
Railway operating revenue—total	\$836,828	\$825,864	\$9,564,076	\$10,506,244	\$10,235,709
Freight revenue	684,943	677,424	8,070,784	8,941,553	8,632,428
Passenger revenue	66,887	65,007	675,296	735,339	768,771
All other revenue	84,998	83,433	817,996	829,352	834,510
Railway operating expenses, taxes and rents—total	759,283	766,232	8,802,331	9,582,959	9,214,730
Railway operating expenses	656,016	683,569	7,543,879	8,237,720	7,898,160
Taxes	79,026	57,711	957,197	1,069,846	1,063,399
Equipment and joint facility rents	24,241	24,952	301,255	275,393	253,171
Net railway operating income	77,545	59,632	761,745	923,285	1,020,979
Percent increase over previous period	30.0	—	d 17.5	d 13.7	—
Operating ratio—percent	78.4	82.8	78.9	78.4	77.2

d—Decrease

Operating revenues of class I line-haul railroads for the year 1958 amounted to \$9564 million which was \$942 million less than the \$10,506 million reported in 1957. The 1958 revenues are the smallest for any year since 1954 and are only slightly above the \$9473 million reported in 1950, states a recent report by the Bureau of Transport Economics and Statistics, ICC



Are your \$2/hr. men waiting for 30¢/hr. equipment?

It actually may cost you less than 30¢ an hour to own and operate a Clark Powrworker®. In arriving at our figure we included such "extras" as cost of charging equipment, 6% interest on the money you have invested in the equipment, an additional 2% interest as a miscellaneous expense, even the cost of current to recharge batteries. This was all over and above the normal charges of: cost of truck, depreciation, insurance, taxes, and freight.

But even at this "high" figure of 30¢ per hour . . . can you afford to keep manpower waiting for lack of sufficient equipment? In pure economics, it makes good sense to give your men the trucks

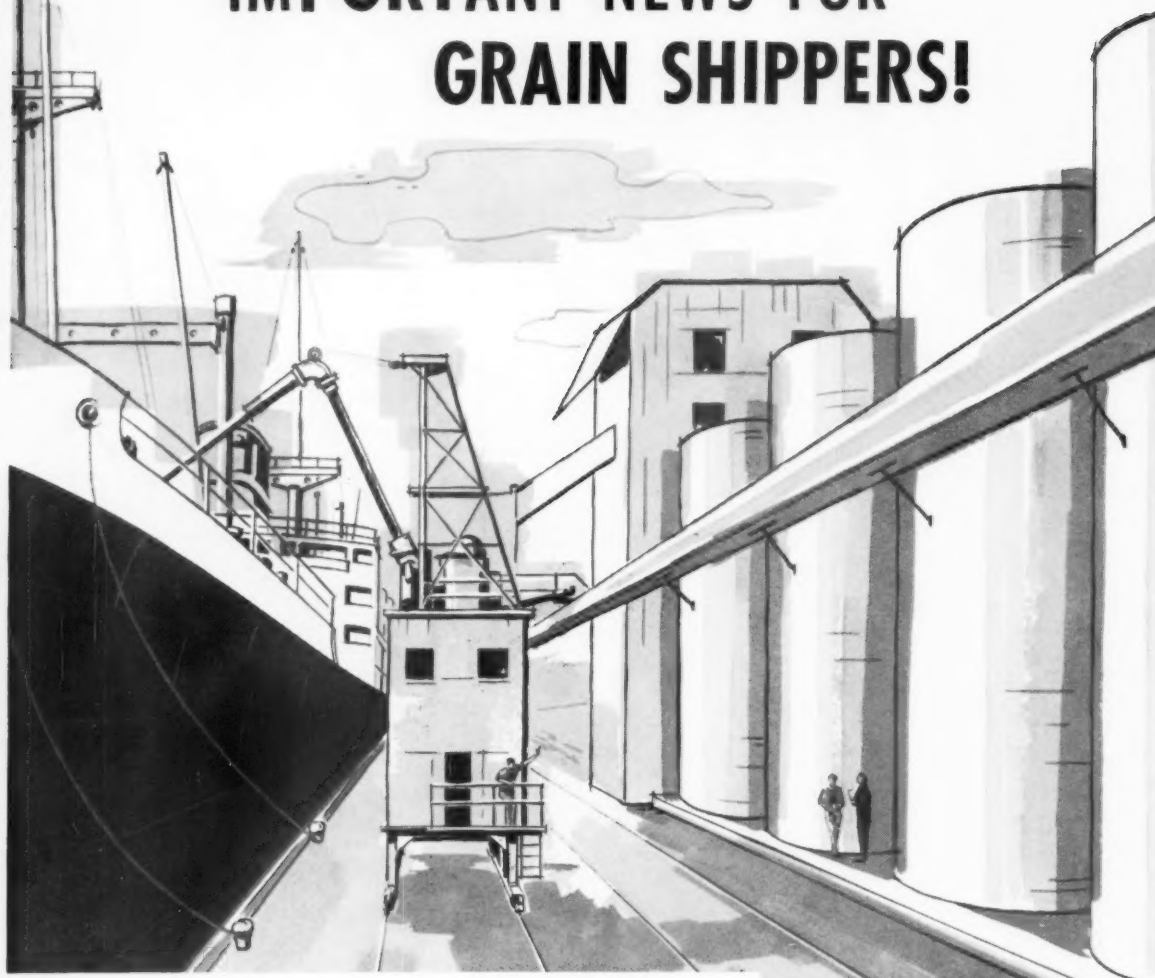
they need . . . especially since it costs so little to own and operate a Clark Powrworker. Possibly, our headline should have read: "*Give every man his own truck!*" Startling? True. But we can show you figures to prove that this bold action is highly profitable.

Surely worth investigating. Send for the 16-page Powrworker booklet. We'll include the name and phone of a local representative who can review our figures with you in detail. Write or wire: Powrworker, Clark Equipment Company, Battle Creek, Michigan.



COMING THIS SPRING ON CONTINENTAL

IMPORTANT NEWS FOR GRAIN SHIPPERS!



A new note in the history of bulk grain shipping has been struck by the Port of Long Beach. A million-dollar elevator will be constructed this year at the Port, to become the only one on the Coast capable of both loading and unloading ships with grain.

In 12 hopper-bottom silos each 60 ft. high and 24 ft. in diameter, the Port expects to be handling up to 400,000 tons of grains and feedstuffs. Ships alongside will be Airveyor-unloaded, or loaded by gravity.

Grain men are invited to keep in touch with this project, and SHIP VIA LONG BEACH when the ready signal goes up. For further information, please write:

SHIPPERS' AID AVAILABLE:

We'll be happy to put you on the list to receive Harbor Highlights, the Port's quarterly news magazine. No cost — just write today on your letterhead.

PORT OF LONG BEACH

P.O. Box 570 • 1333-A El Embarcadero • Long Beach 2, California

Circle No. 7 on Card, Facing Page 51, for more information

GOLDEN JET CARGO SERVICE



Continental's Custom-Built Boeing 707

1959—Silver Anniversary of America's "Gold Carpet" Airline

SAME DAY DELIVERY between CHICAGO and LOS ANGELES

Same Day Delivery—3 hours and 40 minutes from Chicago to Los Angeles! And only 3 hours and 25 minutes from Los Angeles to Chicago.

The speed speaks for itself. But Continental's Golden Jet Cargo Service is more than just speed. It is experience and efficiency...in handling everything from watch parts to tropical fish; fresh carnations to boxes of ladybugs. And Continental's Golden Jet Boeing 707 has a pressurized and temperature-controlled cargo compartment. No need to worry about freezing or cold damage to the products you ship.

Later on other cities will join Chicago and Los Angeles in being served by the Golden Jet. Right now Continental's Jet Power Viscount II fleet serves most of the major cities in the West and Southwest, along with the DC-7B.

A passenger timetable is your freight timetable. If you are located in one of the 50 cities served by Continental write or call your local Continental Cargo Manager. He will be glad to send you a copy.

Remember! You ship with Confidence when you ship via Continental Airlines.





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with New Profit Making
Potential for Every Agent**

COMPARE THESE ADVANTAGES

- Each agent has identical and equal opportunity . . . you operate unrestricted within the limits of your own ICC authority . . . yet you have all the advantages of a strong national affiliation.
- Every sale is an agent's sale . . . there is no competing company sales force . . . no competing company equipment . . . no competing company warehouses.
- You receive earned revenue as soon as collected by Atlas, on long distance hauls.
- Your van on the road has first priority for return tonnage . . . a strong centralized dispatching provides tonnage both ways.
- Expedited claim handling thru the agency organization has already resulted in high dollar return to the agents.

Plus the New ATLAS Agent Power Plan

A hard-hitting profit assuring promotion in which every Atlas agent participates . . . every Atlas Agent benefits.

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ATLAS VAN-LINES, INC.

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LETTERS

TO THE EDITOR

Is It The Law?

To The Editor:

We have recently encountered a problem which not only is a puzzle to ourselves, but our counsel and our opponent's counsel as well.

The situation is outlined as follows:

On March 30, 1958, a customer "A", called the General Manager of Santa Fe Storage and Transfer Co. at his home, during the evening hours; stating he was leaving town at once, and that his goods were to be picked up for "storage in transit" the following day.

On March 31, Santa Fe Storage and Transfer Co. whom we shall refer to as "B", took the house key to "A"'s home, packed and picked up the goods. Inasmuch as "A" had stated his intent to transfer the goods to Denver, Colorado, "B" was acting as an agent for the Aero Mayflower Transit Co., enforcing Rule 17 of Tariff 65B which provides for Storage-in-Transit for a period up to 360 days.

A combined household goods bill of lading and freight bill was issued, carrying a date of 3/31/58, indicating final destination as Denver, Colorado; however, it was signed only by the carrier, since "A" was out of town.

On April 28, 1958, a letter was received by "B" from counsel for a local bank, "C", stating that this bank held chattel mortgage on a portion of the goods in storage for "A"'s account, and a copy of the mortgage attached indicated it to be recorded in Santa Fe County on January 20, 1958.

"C" also demands that the goods not be delivered to "A" without their being notified and consent is given from them.

On October 16, 1958, "C" approached "B" and demanded that the items as named on their mortgage be delivered to them, without consideration of carriers charges. "B" refused.

"C" then asked "B" to acknowledge that "C" had prior claim and title to the goods, and that they would receive first consideration from monies obtained through legal sale of the goods.

"B" refused this also. "C" believes he can take the goods from "B" through a court order, still without consideration of carriers charges.

"B" has not heard from "A" except one letter in May, 1958, where "A" still indicated he had not yet found a home, that he might relocate in New Mexico, and requesting permission to remove certain articles of clothing from his goods in storage.

This request was denied by "B" with a stipulation that payment of accrued storage-in-transit charges must be made for such an entry.

"C" argues that since his mortgage was recorded in the same county where "A" resided and where "B" has his office, the carrier had knowledge of the mortgage, and consequently surrendered his first lien.

"B" argues that he accepted the goods in good faith, that although he is a bailee, the goods are still of an interstate nature, and that he has first lien through possession and the Common Law.

He further argues that the lien laws of New Mexico do not apply here. The law of New Mexico sets out the rights of a lien holder, but makes no remark to precedence.

Our questions are:

1. Who has prior lien on the goods, "B" or "C"?
2. Even if "C" legally has prior lien, can "B" surrender to him and be free of liability to "A", without court action on the part of "C"?
3. Does New Mexico law apply, even though "B" contends goods are of an interstate nature until 360 days have elapsed? (storage-in-transit provision in lawfully filed tariff).

4. Must a carrier check the County records each and every time he performs this service, in order to protect his lien and to determine other ownership, to protect himself from liability to others who also may later claim ownership?

5. Are goods really of an interstate nature, or is "B" acting as bailee solely in New Mexico? (in this connection, we point out that "B" does engage in storage of household goods as bailee in New Mexico, when storage-in-transit is not requested by a customer.)

William J. Lucas,
General Manager

Santa Fe Storage and Transfer Co.,
Santa Fe, New Mexico

Your legal controversy presents many and numerous legal complications. Under such circumstances the lower court may render its decision on which the higher courts may disagree.

In other words, different opinions may be rendered without any positive and set rule. My opinions as to your various questions are:

1. C has prior lien.
2. Yes, under ordinary circumstances.
3. Not if actually the goods are in interstate transit.
4. Yes, it must check the county records.
5. The court may decide that B is a bailee, since the goods are in its care and custody.—Leo T. Parker, DA Legal Consultant.

Switching Directories

To The Editor:

In your November, 1958, issue of DISTRIBUTION AGE, page 58, there is a paragraph at the end of the article, "Using Freight Tariffs." This mentioned the possibility of obtaining switching directories from different railroads.

Would you have any suggestion as to how we go about obtaining these and the cost.

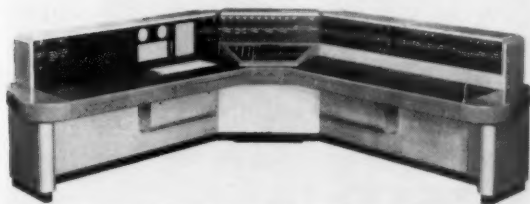
H. Langman

The Appleton Coated Paper Co.,
Appleton, Wisc.

Switching directories are prepared by every traffic department of every railroad. Some of these are just mimeographed sheets, others are booklets, depending on the size of the railroad and its interline operations. There is no combined directory, to our knowledge.

As a result, if you want a switching directory you apply to the Chief Tariff Officer of the railroads serving you. Copies are submitted without cost to shippers and prospective shippers.—The Editor.

Railroad Traffic Control Unit

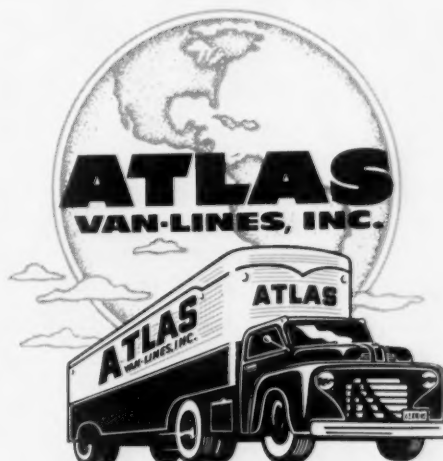


The Union Switch and Signal Div., Westinghouse Air Brake Co., has developed a control center to direct remotely the movement of trains over long stretches of mainline railroad. It is of modular construction which permits planned extension of controlled territory

for the executive concerned
with the movement and
relocation of personnel

Now!

move with
confidence



Single-Line and Nationwide
Local . . . Long-Distance Moving . . . Storage

Call in your local Atlas Agent to discuss personnel movement and relocation on an individual move or long term basis . . . and you've taken a giant step forward in relieving yourself of one of your more persistent, periodic problems.

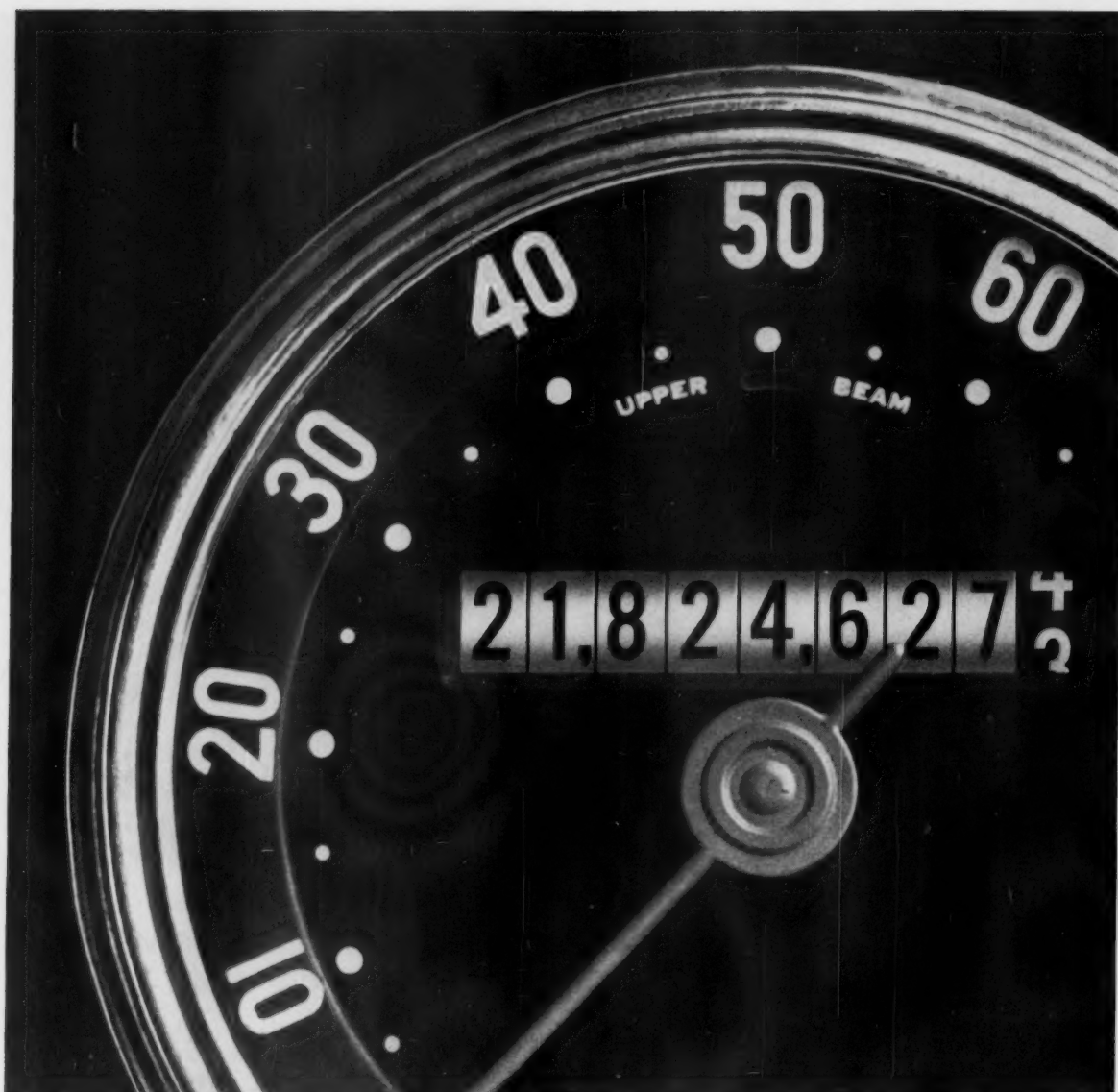
Here's why . . .

- The Atlas agent fits himself quickly into your departmental methods . . . from the beginning can relieve you of many details.
- Atlas service is economical . . . your cost of transferring families goes down.
- Atlas service is geared to increased customer satisfaction . . . your employee morale goes up during a critical period.

Look For Your Atlas Agent in the Yellow Pages of Your Phone Book . . . He is a leading Household Goods Mover in Your Community.

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What the CXI speedometer means to you



In a single word, the answer is EXPERIENCE. Chicago Express hauled last year's payloads almost twenty-two million miles (more than nine times greater than the distance from the Earth to the Moon!).

When you're shipping be sure to call Chicago Express who has the necessary experience to handle the job.

The dependable carrier serving the East and Mid-West.



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Circle No. 8 on Card, Facing Page 51, for more information



Moving Closer to Market?

If your '59 or '60 plans call for locating a plant or warehouse nearer your Midwest customers, start filing facts on Central Illinois. A good one to begin with is the advantage of 15 railroads serving the area. For example, T.P.&W.'s vital 239 miles of track cross the state and intersect 16 other lines — providing a short route to any part of the nation without the terminal delay of traditional East-West metropolitan gateways.

Central Illinois also hubs a network of modern highway "spokes"... is located on the Illinois waterway...and is served by an expanding air terminal. Both river and deep-well water is available to industry, plus plentiful electric power and nearby coal reserves exceeding 200 million tons. Land is also in ample supply, with over 6400 acres zoned for warehousing and industrial use — 2700 acres of these purchased and "stockpiled" by T.P.&W. for ready availability.

Do these generalities whet your appetite for particulars? Write or phone me at Peoria (9-3941). I'll be happy to offer personal and confidential assistance in every way possible.

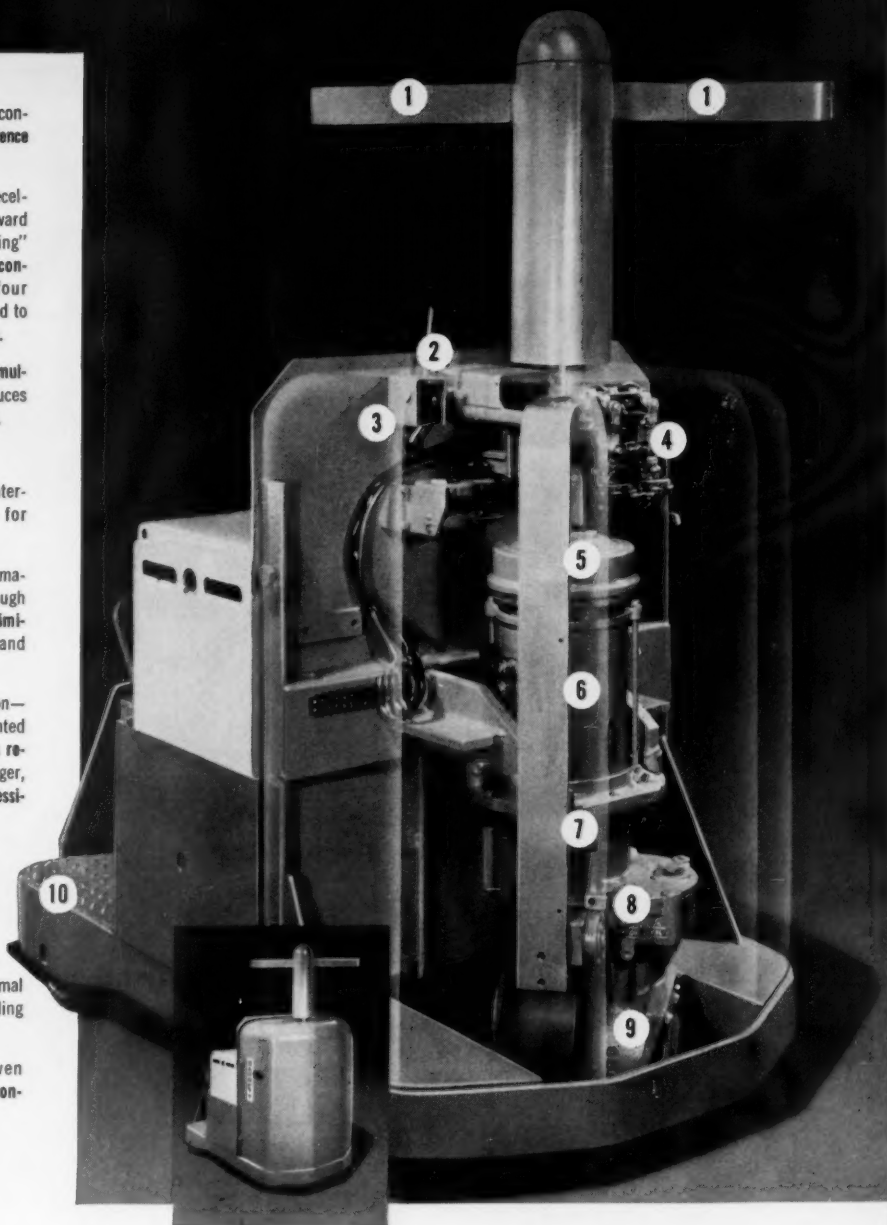
Harold Connelley

PRESIDENT



Toledo, Peoria & Western Railroad Company

1. Squeeze-type acceleration and brake controls in steering handle, for convenience and secure grip.
2. Smoothest possible acceleration and deceleration, with automatic 4 speeds forward and reverse, and time delay "shifting" mechanism. Operator has complete control—can hold tractor in any of four speeds; controls may also be adjusted to regulate rate of "shifting" sequence.
3. Acceleration power cutoff prevents simultaneous braking and acceleration—reduces brake wear, prevents motor overload.
4. Electrical system easily accessible.
5. Seven-inch lifetime brake drum of internal expanding, automotive type for smooth, positive stops.
6. Drive motor remains stationary—armature shaft operates drive wheel through transmission. Fixed power leads eliminate high-current collector rings and flexible straps.
7. New compact gear drive construction—motor, transmission, drive wheel mounted in a balanced, vertical column. This reduces truck length, also means longer, trouble-free service with easy accessibility for inspection.
8. Totally enclosed nickel alloy steel gears rotate in constant oil bath for long, trouble-free service.
9. Automotive, cantilever-type drive wheel mountings—drive wheel may be removed with the tractor in normal operating position, without dismantling any part of the transmission.
10. Operator's standing platform seven inches from floor level adds to convenience of operation.



new
"X-ray" this Barrett SG Tractor
...see its hidden values

Here you see the outstanding features of the new, electric Barrett Model SG—a true towing tractor, not a "souped-up" walkie. Short-coupled wheel base and compact design mean excellent maneuverability. Every feature means extra value for you. Check them—see for yourself.

Send for complete information and prices on the new Barrett SG. Use the handy coupon below.

Barrett-Cravens Company
 604 Dundee Road, Northbrook, Illinois

- ☐ Please send me Bulletin 588 on the new Barrett Model SG stand-up rider tractor.
- ☐ I would like to see the new Barrett motion picture "New Horizons in Material Handling."

Name.....Title.....

Company.....

Address.....

City.....Zone.....State.....

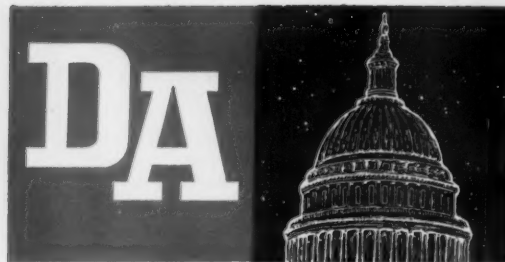
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 Canadian Licensee: S. A. Armstrong, Ltd., Toronto, Canada

MATERIALS HANDLING ENGINEERS FOR HALF A CENTURY

Circle No. 9 on Card, Facing Page 51, for more information

WASHINGTON



By Ray M. Stroupe, *Chilton Washington News Bureau*

SEEKS PARCEL POST DATA—Additional facts to support a proposed boost of 17.1 per cent in parcel post rates have been asked by the ICC. Examiner Burton Fuller has asked the Post Office Dept. for figures on the cost of "preferential services" given first class mail. He also requested data on the loss, if any, from operating star routes and third and fourth class post offices. These data are required by April 15. A hearing on the rates is to be held May 12.

RESEARCH CONTAINER URGED—Food shipping container research should be pushed, an advisory committee of the Agriculture Dept. claims. The transportation research advisory committee has called for improved containers to facilitate precooling of foods. Also advocated are studies of the effects of labor costs on total hauling costs, the extent of operations by carriers except from ICC regulation, and new equipment as related to the maintaining of food quality.

NEW HOUSE GROUP FORMED—Transportation and aeronautical matters are the responsibility of a new House commerce subcommittee. The Transportation and Aeronautics Subcommittee is headed by Rep. Williams, D., Miss. Democrats also in the group are Reps. Moulder, Missouri; Staggers, West Virginia; Friedel, Maryland; Macdonald, Massachusetts; and Jarman, Oklahoma. Republicans are Reps. Springer, Illinois; Bush, Pennsylvania; and Derouanian, New York.

ICC ACTS ON TRIP-LEASING—Truck trip-leasing may be expanded, now that the ICC has newly interpreted the 30-day leasing rule exemption. In its new action, the ICC extends the exemption from the 30-day minimum lease requirement to private trucks hauling fresh meat and other livestock products. Swift and Co. petitioned the ICC for a declaratory order. On a six-to-five vote, the ICC broadened the exemption, making its order effective on April 16.

PACKAGING ORDERS TO CLIMB—Business in the containers and packaging industry may be climbing to a new peak. Manufacturers' forecasts collected by the government indicate some of the areas in which gains should be recorded. Glass container volume probably will go up 5 per cent to a record level. New high figures are anticipated for folding paper boxes and corrugated shipping containers.

ICC ROUTE ACTION OPENS—Division 1 of the ICC has been assigned a proceeding involving motor freight common carrier routes and service. This proceeding, Ex Parte MC-55, concerns both regular and irregular route carriers. The ICC wants to learn if changes in its regulations, to allow carriers more freedom in selecting routes, would produce better and safer public service. Any written statements and requests to be heard should reach the ICC by April 28.

ECONOMICS OF SHIPPING—Economics of shipping will be examined at the Twelfth Institute on Ocean Transportation and Port Operations. A number of shipping industry leaders are to be on the program, May 5 to 15, in Washington, with American University as sponsor. C. W. Drake, president, Lehigh Warehouse and Transportation Co., Newark, will address the Institute. Another speaker will be F. A. Nemec, vice president, finance, Lykes Bros. Steamship Co., New Orleans.

TO DISCUSS WATERWAYS—National defense aspects of inland waterways will be weighed by the National Rivers and Harbors Congress. Delegates to the Congress convention, in Washington on May 13, 14 and 15, will relate the Russian submarine threat to the importance of inland water routes. Another convention theme will be the significance of the opening of the deepened St. Lawrence Seaway. Presiding will be Congress president, Rep. Brooks, D., La.

ATA REQUESTS DENIAL—American Trucking Assn., Inc., has called on the ICC to deny a petition affecting a railroad's trucking subsidiary. The petition requests the ICC to remove some key point restrictions from Texas operations of Missouri Pacific Freight Transport Co. This firm is a Missouri Pacific R. R. subsidiary. In its brief, the ATA seeks to protect independent truckers and contends that ICC cannot modify the trucking firm's authority through an interpretative action.

SENATE APPROVES WEBB—Confirmed by the Senate recently was Charles A. Webb's nomination as an ICC commissioner for a seven-year term. Last December 31, Webb completed the term of Commissioner Robert W. Minor (DISTRIBUTION AGE, October, 1958, Page 12). Webb was the legislative assistant to former Sen. Bricker, R., Ohio, and performed committee staff work on Capitol Hill.



CLIC speeds seeds

There's a Midwest seed broker who routes every shipment he can over Chesapeake and Ohio. It goes back to an incident that happened a few months ago. He had bought a carload of seed and sold it before even the bill of lading had arrived. He knew it had been shipped C & O, so he called the local C & O Traffic Office.

"I know it is almost impossible for you to locate the car", he said, "but will you try".

With the aid of CLIC—C&O's all-teletype car reporting system—the car was located and re-consigned in just a few minutes.

Naturally a thing like that doesn't happen often, but our broker friend has found many occasions when it was most helpful to be able to pick up the phone and find out the exact location of any car, anywhere on the C&O system.

Try CLIC and see how it can work for you.



A booklet describing CLIC is yours for the asking. Just write:

Chesapeake and Ohio Railway

3800 TERMINAL TOWER, CLEVELAND 1, OHIO

S H I P C & O . . . A N D W A T C H I T G O !

SPECTOR MID-STATES

NOW, THE BALANCED LTL PACKAGE

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*Daily consistent service on your small shipments between
more than 20,000 industrial and commercial markets.*



THE **Life's Wonderful** LINE

FREE DELIVERY AT
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ON ANY SIZE SHIPMENT



SPECTOR FREIGHT SYSTEM, INC., 3100 South Wolcott Avenue, Chicago 8

On the Line—



Management Vignette

A good executive is one who, among other points, maintains a high degree of personal efficiency. Since he is a very busy person, people often ask how he does it.

Being very busy almost always, we also wondered how he does it. For years, we've searched for 120-minute hours. Our hours seem to average only 37.5 minutes.

We meet a lot of important people in our travels. Often, we meet the same ones many times during the year. We got to wondering how they met the obviously great demands on their daily ration of 24 hours. We got to asking.

The first thing we learned was that these men also struggled along with 30- to 45-minute personal hours. They got 120-minute business hours by delegating responsibility and by organizing channels of information.

Practically every top executive rates good information from reliable sources as the key to his management needs. He gets most of it from business magazines. For the balance, he relies on his assistants and department heads. They are trained to provide resumes or marked clippings.

One executive we know goes a step farther. When impressed about something he reads, he visits the author and/or plant mentioned in the article. He tries to determine by personal inspection if and how what he has read can be applied to his own operation.

Everytime we meet this man, we have a very profitable visit. We pick up a lot of good information. We also soak up a lot of sound philosophy. Here are a couple of gems we picked up just during a luncheon:

"We are only young once, but some stay immature indefinitely."

"Experience is the cheapest thing one can buy—if he is smart enough to get it second hand."

TMs Could Do Something

The Los Angeles freeways probably are the least likely places in the world for reflective

thinking. Yet, rolling along at top legal speed (riding not driving), we pulled out our little note book and wrote:

"Private carrier truck drivers give trucking a bad name. TMs could do something about it."

Highway driving at any time, at any place, is serious business. Around the metropolitan areas, it can be a matter of life and death. It certainly feels that way when a large truck "tailgates" a passenger car or winds in and out of traffic.

Our experience indicates that the average motorist gets the breaks (and brakes) from common carrier truck drivers. That same motorist must be on the defensive with private truck drivers. While both drivers are professionals, common carrier drivers are better disciplined.

That discipline has real business value to the truck owner. We can cite several cases where drivers lost business for their firms because of their undisciplined driving in traffic. We bet you can, too.

We are certain that those firms would not permit such highway behavior—if they knew about it. The difficulty lies in the fact that when complaints come in, it may be too late to appease the customer. But, more often than not, he does not make a formal complaint. He just quits doing business with the offending driver's company.

A recent DA survey of traffic managers' responsibilities shows that the majority operates, or has a voice in the operation of company truck fleets. Thus, directly or indirectly, traffic managers are responsible for their drivers' behavior on the highways.

We would like to suggest that those TMs take a page from the common carrier fleet managers. They assume that all drivers get off the beam at times—especially when they push to make up lost time. They train and control. They employ classroom and outside services to keep their drivers in constant check.

Yes, it takes time and money, but it is a necessary part of fleet management. Not only will it save business, it will gain new business.

We think TMs can do it.

EDITOR



On the Illinois Central, the goal of "perfect shipping" is not a maxim we drag out and dust off for dutiful observance once a year. Rather, it is an idea we try our best to impress upon each other as a *daily* by-word. It's worked, too!

The results: Dispatch freight trains that cut as much as 24 hours off previous schedules, ex-

panded and improved Piggy-Back facilities, a continuing and active program of new car construction and reconditioning, better car tracing and switching.

Evidence indeed that on the Main Line of Mid-America "perfect shipping" is not a "sometime" but an ALL-TIME thing.

ILLINOIS CENTRAL *Main Line of Mid-America*

News . . .

(Continued from Page 16)

Legislative Line-up

Following is a brief summary of legislative items pending in Washington. The status reported is as of March 12.

AIRPORT CONSTRUCTION—The House Commerce Committee has reported a bill, H. R. 1011, proposing a \$297-million airport building program. This measure was approved in lieu of the Senate airport bill, S. 1. House floor action is awaited on the House measure.

ALASKA ROUTES—Neither the Senate Commerce Committee nor House Interior Committee has scheduled hearings on bills to extend the life of Alaska International Rail and Highway Commission. The agency is supposed to be terminated next February 1.

ATOMIC ENERGY—Hearings by the Senate-House Atomic Energy Committee were shifted to consideration of radiation hazards in the atomic energy industry.

DISTRESSED AREAS—S. 722, to offer federal financial help to areas in economic distress, was ordered reported, in amended form, by the Senate Banking Committee. A House Banking subcommittee was holding hearings on bills with a similar purpose.

FOOD DEPOTS—The Senate Armed Services Committee has asked federal agencies to comment on S. 16, proposing emergency food stockpiles. No action has been taken by the House Agriculture Committee on H. R. 1856, recommending survival food depots for war-time use.

GOVERNMENT COMPETITION—Pending before the House Government Operations Committee was H. R. 99. The Committee had no action scheduled on this measure to put limits on federal competition with private business.

HIGHWAYS—The Roads Subcommittee, Senate Public Works Committee, briefly explored the status of highway building programs, gathering testimony from federal highway executives. The Subcommittee was expected to set up additional hearings during the spring.

LABOR—The Senate Labor Committee held closed meeting on S. 505, a bill dealing with labor-management problems. Hearings on labor reform bills were continued by the House Labor Committee through March 25.

TRANSPORTATION DEPARTMENT—Not yet acted on by the House Government Operations Committee is H. R. 985. This bill would create a federal Transportation and Communications Department.

(Please Turn to Page 76)

Stay Ahead—Always Ship... **RINGSBY ROCKET**



WE SEE YOU...

When your freight is anywhere on the 9000-mile Ringsby System, we actually see you! Your shipment is tracked constantly—day and night. Routing information from 13 major terminals is transmitted instantly, accurately to Denver headquarters over a new high-speed voice communications network. It is placed immediately upon a giant visual central-control dispatch board—each of Ringsby's rolling units has its own tag and number for quick, positive identification. Ship **RINGSBY ROCKET**... the fastest, visually-controlled distance between two docks.

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Las Vegas	Budley 2-0728
San Francisco	EXchange 2-1055
Oakland	Chrysler 6-1174
Los Angeles	Allegies 3-3191

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- Two Drive Wheels instead of one
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• Write for Bulletin K P

A TRUCK FOR EVERY PURPOSE AND MATERIAL

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Circle No. 10 on Card, Facing Page 51, for more information

**Federal Barge Lines
Adds To Its Fleet...**

THE MOST POWERFUL TOWBOAT IN THE WORLD



the 8500 H.P. UNITED STATES

Designed and Built by
ST. LOUIS SHIPBUILDING & STEEL CO.

A NEW HIGH IN POWER THAT MEANS A NEW HIGH IN SERVICE

The first super towboat, the UNITED STATES opens a new chapter in the history of barge transportation. In power and performance, this new queen of the inland waterways exceeds any other towboat on the rivers.

For example, the UNITED STATES can transport tows of up to 40 barges—a load equal to the tonnage carried by 10 freight trains of 100 cars each. Pushing "average size" tows of 20 to 30 barges, the UNITED STATES cuts normal running time by one-third.

Outstanding performance like this means that the UNITED STATES makes possible an even greater measure of service to more shippers everywhere. Thus the UNITED STATES is not only a foremost achievement in creative design and engineering, but a tremendous stride in Federal Barge Lines' 40 year history of providing the very best in low-cost barge transportation.



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New York, 33 West 42nd Street

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219 Carondelet

Coming Events

- Apr. 13-15—National Retail Merchants Assn., Traffic Group, Annual Conference, Cincinnati.
- Apr. 13-17—National Packaging Exposition, American Management Assn., International Amphitheatre, Chicago.
- Apr. 20—Assn. of Lift Truck & Portable Elevator Mfrs., Membership Meeting, Sheraton-Cleveland Hotel, Cleveland.
- Apr. 20—Monorail Mfrs. Assn., Membership Meeting, Sheraton-Cleveland Hotel, Cleveland.
- Apr. 21—Material Handling Institute, Inc., Membership Meeting and Directors Meeting, Sheraton-Cleveland Hotel, Cleveland.
- Apr. 22—Industrial Truck Assn., Membership Meeting and Directors Meeting, Sheraton-Cleveland Hotel, Cleveland.
- Apr. 22-23—Northeastern Motor Carrier Claim Conference, Spring Meeting, Pittsburgh, Pa.
- Apr. 23-24—Western Motor Carrier Claim Conference, San Francisco, Calif.
- Apr. 26-30—The Operations Council, ATA, Annual Meeting and Exhibit, Leamington Hotel, Minneapolis, Minn.
- May 5-6—Conference on Advanced Techniques in Motor Fleet Management, Pennsylvania State University, University Park Pa.
- May 6-7—Eastern Industrial Traffic League, Semi-Annual Meeting, Claridge Hotel, Atlantic City, N. J.
- May 10-16—National Transportation Week.
- May 14-15—Ohio Shipper-Motor Carrier Conference, Sheraton-Mayflower Hotel, Akron, Ohio.
- May 16—National Defense Transportation Day.
- May 31-June 13—Second Annual Packaging Training Course, Industrial Management Center, Lake Placid Club, Lake Placid, N. Y.
- June 9-11—AMHS National Material Handling Conference, Cleveland Auditorium, Cleveland.
- June 9-12—The Material Handling Institute's Exposition of 1959 and MHI Technical Sessions, Cleveland Auditorium, Cleveland.
- June 21-25—Canadian Warehousemen's Assn., 39th Annual Convention, Breezy Point Lodge, Brainerd, Minn.

Shippers' Advisory Boards

- Apr. 14-15—Midwest, Chicago, Ill.
- Apr. 22-23—Atlantic States, Atlantic City, N. J.
- May 18-19—Central Western, Omaha, Neb.
- May 26-28—Southwest, Oklahoma City, Okla.

Modern Warehouse for Detroit



A new warehouse and office building at Allen Park, Mich., a Detroit suburb, has been opened by B. F. Goodrich Co. The new facility houses tire products, industrial, footwear, and flooring products formerly located in four Detroit buildings. The warehouse has space for 50,000 tires.



The fastest and only direct, all-cargo flights to **ROME...serving LONDON · FRANKFURT**

Finest way to ship overseas... the magnificent new TWA Super Sky Merchant! Unmatched for speed and range, this great Super-H Constellation offers the only direct all-cargo flights between New York and Rome...serving London, Shannon, Frankfurt, Paris, Geneva and Milan.

The most spacious, all-cargo aircraft in commercial use today, it carries anything from a package of bolts to fully assembled, heavy machinery and automobiles. Pressurized, temperature-controlled compartments assure complete protection for livestock and perishable products.

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(Advertisement)

New C&D AccuPak*

plates improve battery performance; increase life!



Automatic nuclear control holds plate uniformity to finest possible tolerance; provides 100% inspection!

Electric truck battery users will find three major advantages in C & D *Slyver-Clad*® batteries containing the exclusive, new *AccuPak** plates:

1. Extra long life—because of longer, thicker plates.

The true final determinant of battery life is the amount of metal in the grids. C&D batteries outlast any other battery because they have the heaviest, thickest plates made. The maximum cross-sectional area grid is cast by a special process that eliminates flaws, shrinkage, cracks, and dross inclusions.

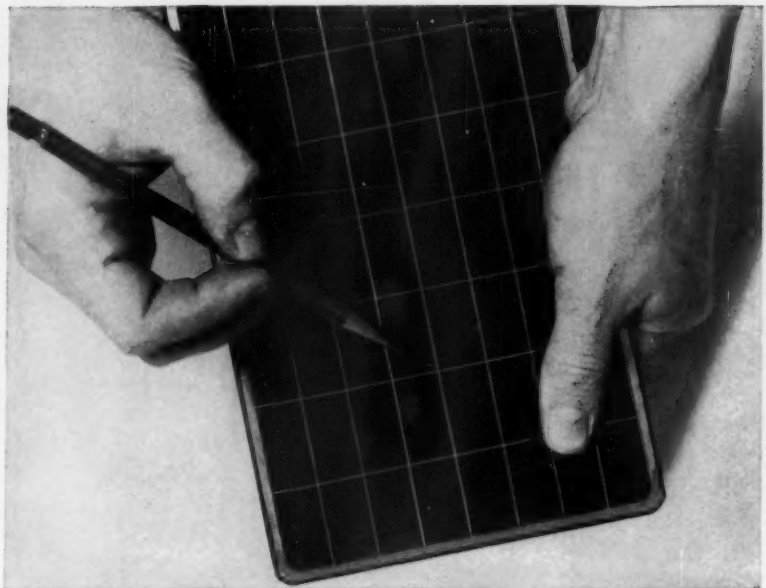
2. Extremely uniform *AccuPak* plates; no low cells; high capacity to end of life—due to *AccuRay* control of pasting.

C&D uses *AccuRay*** to automatically control the amount of active materials going into the grid structures of both positive and negative plates! C&D is the only industrial battery manufacturer using *AccuRay* control.

The use of *AccuRay* to control the pasting operation means that plates have maximum uniformity of weight, density, and thickness of active material. *AccuRay* controls uniformity to within



Exclusive *AccuRay* control—another C & D first—once again sets the pace for the battery industry. *AccuRay* automatically controls weights of all battery plates to a point of uniformity heretofore impractical.



Precise weights and amounts of lead oxides must fill the especially cast battery plate grids to assure the maximum capacity and electrical characteristics.

$\pm \frac{1}{2}\%$ and automatically subjects every plate to a 100% inspection.

3. No life-shortening nor capacity drop-off due to sediment build-up—because of *Slyver-Clad*® insulation and retention.

The longer, heavier, more uniform plates are then wrapped with the time-proven C&D *Slyver-Clad* five-fold insulation. This consists of a layer of extremely fine parallel glass filaments or sliver, a vertical glass wrapping, a horizontal glass wrapping, a perforated plas-

tic retainer, and finally a microporous rubber separator.

The combination of these five layers of retentive materials virtually eliminates shedding, or loss of active material, with its accompanying life-shortening build-up of sediment in the bottom of the container. Thus, a huge bottom sediment space is not needed. C&D fills this space in standard containers with the heaviest, thickest plates available in any industrial battery.

For full information on C&D *Slyver-Clad* batteries featuring *AccuPak*, write for Bulletin IT-530.



Since 1906

C & D BATTERIES, INC.

of Conshohocken, Pa. ... Attica, Ind.

Sales and Service Offices in Principal Cities from Coast to Coast

Manufacturers of *Slyver-Clad*® Industrial Batteries • **PLASTICELL**® and **PLASTIC**® Batteries for Communications, Control and Auxiliary Power • Producers of *Autolay*® Silicon Chargers

*Trademark, C & D Batteries, Inc.

**Trademark, Industrial Nucleonics Corp., Columbus, Ohio

By J. Leo Cooke
President, J. Leo Cooke Whse. Corp.,
Jersey City, N. J.
Former General President
American Warehousemen's Assn.

APRIL 1959 . . . VOL. 58, No. 4



EVERYBODY talks about safe shipping and claim prevention. But, while talk is good, action is better.

We talk on a high level at meetings of transportation associations, claim agents associations, shippers' advisory boards, etc. But, until the men who physically handle freight are invited into conferences, there will be little effective preventive action to reduce shipping damage.

That is where many of the perfect shipping campaigns have failed. In the first place, campaigns or "months" won't do the job. Perfect shipping is a day-in, day-out project. Therefore, we should be dealing constantly with platform men, drivers, and helpers.

The men responsible for the maintenance of carriers must be enlisted in the anti-damage drive. So must the men who load and unload shipments.

These men can contribute much if they are provided with workable education and training programs. Posters, bulletins, and films all have a part in education programs. However, one still must get the mutual goal established on a man-to-man basis. There must be mu-

tual respect and confidence among the freight handlers, supervisors, and management. Careful handling is in the interest of the employee because it forestalls accidents.

Labor certainly has an investment in this problem. How long can the present high wage scale continue if merchandise damage and loss cut profits? Shippers increasingly may look to automation and other techniques for safer handling of goods.

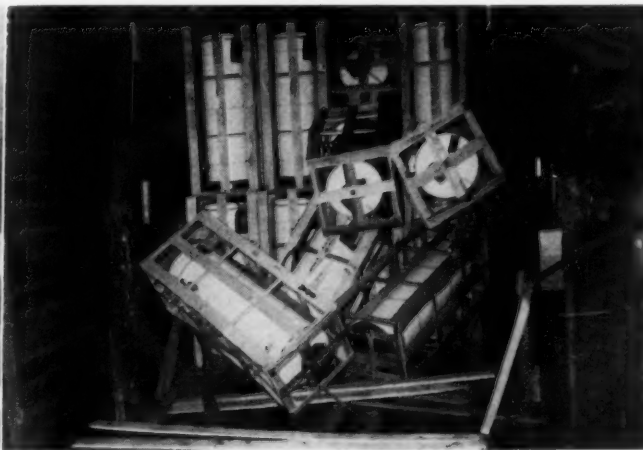
Let's Renew Our Drive On Shipping Damage

Trade associations should play a key role in solving the shipping damage problems of their industries. One group issues its own manual

Loss and damage is a concern to the consumer, who in the last analysis suffers the most from this problem. Loss and damage costs are buried in consumer prices. Certainly they are contributory to the high cost of living.

Manufacturers look for a solution of the os&d problem so that their products can be shipped more economically and more safely.

Bankers, investors, and insurers
(Please Turn Page)



... Shipping Damage

(Continued from Preceding Page)

ance houses are in the picture, too. They should encourage more realistic thinking about sound packaging and proper shipping of merchandise by manufacturers with whom they do business. Investors also should be concerned when companies in which they have invested their money show reduced profits clearly traceable to costly distribution expenses.

Too much money may be spent on the appearance of the wholesale package. The consumer never sees it. Carrying strength and protective characteristics are still the basic requirements.

Preparing paperwork for claims adds millions of dollars to the nation's damage bill. Damaged merchandise, although worth only a fraction of its original value, must

be unloaded from vehicles at costs that often exceed unloading charges for undamaged items. To this "penalty" the consignee must add the cost of delays for inspecting the lading and the expense of delays which occur during the inspection.

Recently, in an effort to determine the full scope of this problem, I surveyed leading industrial trade associations.

One-page questionnaires were sent to the key executive directors of more than 100 trade associations. (Please Turn to Page 70)

What Association Leaders Have to Say

W. R. Settgas, traffic executive, American Paper and Pulp Association

"The prevention of loss and damage claims is a subject to which much attention has been and is given by the members of the paper industry, individually and collectively, and also in cooperation with the transportation industry and its various organizations dealing with this important subject."

L. Bowden DeForest, executive vice president, American Rack Merchandisers Institute

"We are glad to enclose a copy of our list of supplier members. This category in our membership would be most interested in your campaign and any results that could be achieved."

R. A. Spelman, executive director, Wood Office Furniture Institute

"We would be interested in learning more about fighting 'Industrial Delinquency' from an association standpoint. We do not now have any educa-

tional program at the Association level to acquaint our membership with how to reduce loss and damage—though we probably should."

Daniel V. Kilfoyle, vice president, Grocery Manufacturers of America, Inc.

"The subject of damage prevention is one which comes up for discussion at the meetings of the GMA Traffic Committee regularly. . . . I am sure that this subject will continue to be on the agenda of these meetings and that real progress will continue to be made in this area by food and grocery shippers."

Harold K. Howe, executive secretary, Lawn Mower Institute, Inc.

"I had taken this matter up at the Board meeting and all of the members were strong in their belief that this problem of transportation damage or hidden damage is a real one. . . . It is a problem for our industry and if you can get some sort of a program in form, I am sure our members would be interested."

Kenneth R. Miller, general manager, National Association of Manufacturers:

"Thank you for your letter setting forth the problems connected with the great amount of freight loss and damage on our American railroads and motor carriers.

"We are glad to have this information and will keep it in mind for whatever appropriate use may arise.

"We will be glad to do whatever we can to encourage greater year-round efforts to achieve a realistic solution to the causes of shipping loss and damage."

Doris Herzig, public relations director, The Lamp and Shade Institute of America

"We consider loss and damage claims a serious problem to our industry. We would recommend cooperation among our membership to overcome these problems and we think that education is a good approach."

(Above also expressed by Francis N. Branson, executive assistant, National Confectioner's of the U. S., Inc.)

PREPARATION OF CARS

Clean and prepare cars carefully, remove nails, cleats, straps, anchor plates and other projections.

It is desirable to load as many boxes of canned food items using bonded-block pattern B (long block) as possible to obtain full box bearing area and maximum stack stability. Patterns A and C (short block) should only be used when box quantities are too small for a complete Pattern B block (long block) or to aid in loading the doorway area by the bonded-block method.

IT IS ESSENTIAL THAT THE DOORWAY AREA BE LOADED BY THE BONDED-BLOCK METHOD, ELIMINATING ALL STRAIGHT STACKS.

BLOCK PATTERNS

8' 3"
Refrigerator Car
(Long Block)
Pattern B

8' 3"
Refrigerator Car
(Short Block)
Patterns A and C

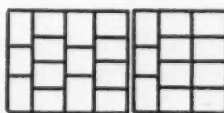
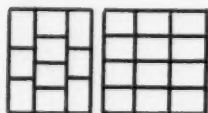
9' 2"
Box Car
(Long Block)
Pattern B

9' 2"
Box Car
(Short Block)
Patterns A and C

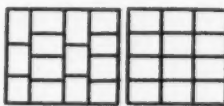
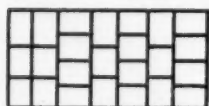
6/10 also
48/1T also 48 oz.



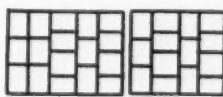
46 oz.



24/2 1/2



24/2



24/303



48/300



A New Look at Lading

A close study of impact can provide the shipper with much data

EXCESSIVE damage to railroad freight which in 1957 cost the carriers more than 92 million dollars has been the subject of much investigation. Packaging methods, loading patterns and draft gear specifications have been re-evaluated. But the overall results of such research thus far have been inconclusive.

Parallel efforts to minimize switching impacts through employee instruction have likewise been unavailing. These efforts fail partly because no individual can estimate a "safe coupling speed" unless he happens to be immediately adjacent to a moving car or at right angles to it. Likewise, the unavoidable operating pressure to get trains out on time results in freight damage.

Demonstrations

Some railroads have demonstrated the effects of rough handling by subjecting open sided box cars to longitudinal impacts. In such demonstrations the loadings consist of a number of 55-gal drums placed on end and strapped together so that they will shift as a unit. The car is set in motion and allowed to collide at 8 or 9 mph with a line of standing cars. Upon impact, the drums slide an appreciable distance on the car floor. The casual observer is inclined to take this slippage for granted. However, the metrical behavior of a floating load deserves to be studied. A slow motion camera would show that the drums first accelerate and then decelerate in relation to the car.

Displacement

There is not necessarily a direct relationship between slippage and damage. Damage is more dependent on compression within the load than on linear displacement.

One piece of freight stowed against the end wall of an otherwise empty car would not be damaged as a result of coupling impact at that end. The kinetic energy of the package incidental to the initial movement of the car would be released through the car body and draft gear. Even delicate assembly would not be damaged under these circumstances.

When a shift does occur the kinetic energy (KE) is dissipated as the freight slides. A sliding package



may hit another piece of freight or the end of the car. In that case, the KE not yet expended is released on impact and damage is likely. If, however, the freight slides far enough before reaching the obstruction, its kinetic energy will have been expended; the impact will not be damaging. If the same piece of freight were to slide but a minute distance before striking something, time would not permit it to attain a destructive velocity. Again, there would be no damage. Maximum velocity would be reached much farther along the slide.

The fact that the sliding velocity of a loose piece of freight is never constant suggests the following questions:

1. What maximum sliding velocity does a loose piece of freight attain with respect to the car as a result of a coupling impact?
2. At what distance from its initial location on the car floor will the package attain its maximum sliding velocity, and how far will it slide before it comes to rest?

Damage

on how to plan a load

3. How does the weight of a package affect its linear displacement?
4. How can the tendency of a piece of freight to slide best be controlled?
5. When a loose piece of freight strikes an intervening obstruction, can the severity of concussion be determined?
6. When will a loose piece of freight remain in place?
7. How can the irregularities of displacement in a multilayer load which is subjected to switching impact be explained?
8. What happens when a load is strapped down?
9. Can a solid load with little or no slack be damaged by coupling collision?

These questions can best be answered by considering a series of hypothetical situations. The collisions in the examples which follow are all similar in that in each case the loaded car coasts along singly until it couples to a line of cars at rest. The tendency of the cars to separate after the knuckles lock is disregarded, i.e., inelastic collision is assumed.

The closure time of the draft gears bears an inverse relationship to the initial velocity of the moving car. Throughout this article uniform deceleration is assumed during the split second that complete closure of the friction draft gears is taking place.

Unobstructed Shift

The unobstructed shift can be studied by observing the displacement of two boxes placed side by side on the floor of a flatcar which is subjected to switching impact.

The car is allowed to coast at a constant velocity

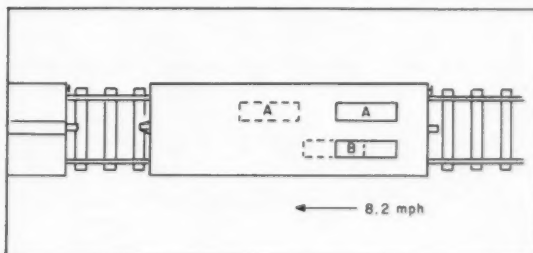


Fig. 1—Overhead view of flatcar just before eight-mile impact which causes Box A to shift 6.5 ft and B 1.3 ft

of 8.2 mph, or 12 ft/sec, until it collides with a line of standing cars under load. The motion of the single car is uniformly arrested as the closure of the friction draft gears is completed in 0.40 seconds. The coefficient of kinetic friction is 0.25 under Box A and 0.60 at the base of Box B. The movements of both pieces of freight on the car floor are compared in Table 1.

TABLE 1. The effect of increased friction on sliding velocity and longitudinal shift.

	(Draft gear closure time = 0.40 seconds)	
	Box A* $\mu = 0.25$	Box B* $\mu = 0.60$
Maximum sliding velocity	8.78 ft/sec	4.27 ft/sec
Squared maximum velocity	77.09 ft/sec	18.24 ft/sec
Accelerating distance	1.76 ft	0.85 ft
Decelerating distance	4.79 ft	0.47 ft
Total sliding distance	6.55 ft	1.32 ft
Time of slippage	1.49 sec	0.55 sec

* Equations 1, 2, & 3 on Page 41.

It should be noted that both packages in the foregoing example accelerate with respect to the car while the draft gear mechanisms are reaching full compression. After that, they decelerate with respect to the car and the earth because the car is then assumed to be stationary.

Obstructions

In actual operation, Boxes A and B would be more apt to slide against an intervening obstruction such as the end of the car. This raises a question as to how severe the two concussions would be if both boxes hit the end of the car after sliding 1 ft.

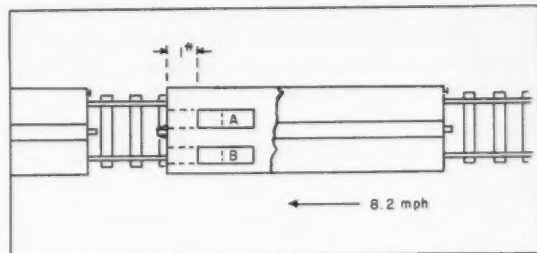


Fig. 2—Moving boxcar is about to collide causing Boxes A and B to slide against bulkhead. Table 2 shows results

The details of this displacement appear in Table 2.

TABLE 2. Shocks sustained by Boxes A and B as a result of striking end wall at 1-foot distance.

	Box A $\mu = 0.25$	Box B $\mu = 0.60$
Sliding velocity at obstruction	6.63 ft/sec	3.52 ft/sec
Squared velocity at obstruction	43.89 ft/sec	12.36 ft/sec
Impact equated to vertical drop	8.17 inches	2.31 inches
Time of slippage	0.09 sec	0.52 sec

If the respective weights of the two boxes were known, the foot pounds released on impact with the end of the car could be readily computed from the basic equation

$$KE = \frac{1}{2} mV^2$$

(Please Turn Page)

...Lading Damage

(Continued from Preceding Page)

because the squared velocities at the 1-ft distance have been calculated for both boxes. But without that information, the severity of the two concussions still can be translated into comparable terms by using dropping distances. Table 2 includes this information.

The longitudinal displacement of one package or of single layer freight is unrelated to its weight. However, weight may or may not become a factor in a double or multilayer load. This will be discussed later.

No Displacement

A coupling impact does not always cause sliding. A loose piece of freight will not slide if the draft gear closure time multiplied by the coefficient of static friction times gravity is greater than the velocity of the moving car prior to collision.

On the other hand, if the center of gravity of the same piece of freight coincides with its geometric center, it will not overturn as a result of switching impact if the ratio of its base to its altitude is numerically greater than the friction coefficient at the floor level.

Double-Layer Load

If the coefficient of friction between the layers of a double-layer load is less than the coefficient at the floor level, then the ratio of the upper and lower weights becomes a factor in the lower layer displacement. The principles which govern such displacement can be demonstrated by subjecting a hypothetical double-layer load to switching impact.

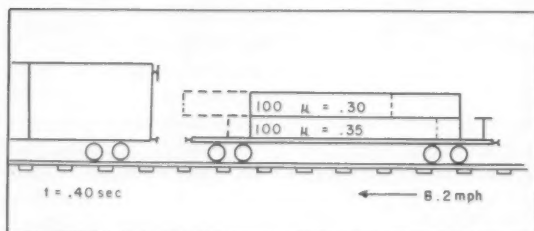


Fig. 3—Displacement of double-layer load at 8.2 mph

The diagram represents a double-layer load which is about to collide at 8.2 mph with a line of standing cars. The coefficient of friction at the floor level is 0.35. Between the two layers it is 0.30. Each of the two pieces of freight weighs 100 lb.

As a result of the impact, the upper box will attain a maximum sliding velocity of 1.29 ft/sec with respect to the lower box; it will shift 1.87 ft along the surface of the lower box and 5.06 ft with respect to the car. The lower box will attain a sliding velocity of 6.85 ft/sec with respect to the car and its total displacement will measure 3.19 ft.

An increase or decrease in the weight of the upper box would have no effect on its own motion with re-

spect to the car. However, if its weight were increased to 1163 lb or more and if the two coefficients remained unchanged, there could be no movement of the box underneath. If the coefficient were 0.40 at the base and 0.20 between the two layers, which would mean a differential of 0.20 instead of 0.05 as in the example cited, then the weight of the upper box would have to be increased to only 266 lb in order to prevent any movement of the 100-lb box below.

If the two coefficients were equal or if the upper coefficient were the greater of the two, then the two boxes would become one mechanical unit; they would be treated as a single complete system.

Suppose, for example, that both coefficients were 0.30, then the slippage of the entire load would measure 5.06 ft with respect to the car—the same as the displacement separately calculated for the upper layer when the coefficient at the base of the load was 0.05 higher. The movement of a top layer is never accelerated or retarded by the motion of the layer next below.

Multilayer Load

When a load comprises three or more layers the same principles are still applicable, i.e., the friction at all levels must be taken into consideration as well as the weight of each layer.

In the five-layer load in Fig. 4, the coefficients of sliding friction decrease up to the fourth layer. The two coefficients at the top of the stack are the same. Therefore, Layers 4 and 5 shift as one unit when the load is subjected to switching impact.

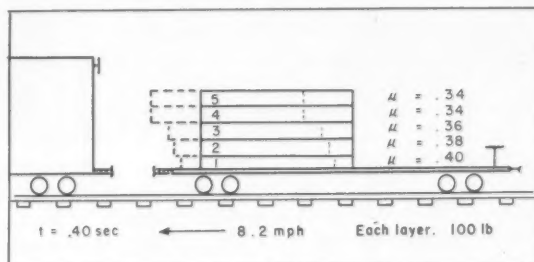


Fig. 4—Displacement of layers as a result of coupling collision at 8.2 mph. Two top layers move equal distance

As a result of the switching impact:

- Layers 4 and 5 slide 12 in. on Layer 3.
- Layer 3 slides 6 in. on Layer 2.
- Layer 2 slides 5 in. on Layer 1.
- Layer 1 slides 27 in. with respect to the car.

The removal of Layers 4 and 5 from the load would increase the slippage of the remaining layers as follows:

- Layer 3 would slide 7 in. on Layer 2.
- Layer 2 would slide 6 in. on Layer 1.
- Layer 1 would slide 32 in. along the floor of the car.

Because of the first degree closure curve of the friction draft gears, it is permissible to pass from

one coordinate system to another, and the compound interaction of the layers one on the other is in orderly adherence to the laws of dynamics. Because the coefficients of friction in the stack diminish upward, overhead weight has the effect of reducing slippage in the lower layers. Motion or absence of motion of a lower layer has no effect on the movement of the layer just above.

The next figure depicts the displacement resulting from 8-mile impacts on two three-layer loads. The two loads are identical except that one (Fig. 5a) is

braced with a rigid restraint which prevents movement of the top layer. The force induced against the restraint by the coupling collision is 113 lb. When the top layer is held in place, Layer 2 slides only 1½ in. with respect to the car. With the restraint against the top layer removed, Layer 2 slides more than 2 ft. In both cases the displacement of the bottom layer is the same. The rigid restraint has no effect on the second layer down or on any layer below if there were others.

(Please Turn to Page 69)

Equations and Notes

Equations

$$V_m = U_o - \mu g t \quad (1)$$

The maximum sliding velocity of a single package with respect to car.

$$S = \frac{t^2}{2} (A_1 - \mu g) + \frac{V_m^2}{2\mu g} \quad (2)$$

The distance through which a single package slides when unobstructed.

$$t = \sqrt{\frac{2S_a}{(A_1 - \mu g)}} + \sqrt{\frac{2S_d}{\mu g}} \quad (3)$$

The time of slippage of a single loose package.

$$V_a = \sqrt{2(A_1 - \mu g)S_1} \quad (4)$$

The velocity of a single package with respect to car at any point prior to attaining maximum sliding velocity.

$$V_d = \sqrt{2\mu g(S - S_1)} \quad (5)$$

The velocity of a single package with respect to car at any point beyond the point of maximum sliding velocity.

$$S = \frac{V^2}{2g} \quad (6)$$

Horizontal impact measured in terms of vertical drop.

$$V_m = t(A_1 - \mu g) \quad (7)$$

The maximum sliding velocity of a loose top layer package with respect to car.

$$S = \frac{V_m^2}{2(A_1 - \mu g)} + \frac{V_{2m}^2}{2\mu g} \quad (8)$$

The total sliding distance of a loose top layer package with respect to car.

$$V_m = t(A_1 - kg) \quad (9)$$

$$\text{where } k = \mu_1 + \frac{W_2}{W_1}(\mu_1 - \mu_2)$$

The maximum sliding velocity of a package in any lower layer when the friction coefficient at the top of that

layer is less than the coefficient next below.

$$S = \frac{V_m^2}{2(A_1 - kg)} + \frac{V_{2m}^2}{2kg} \quad (10)$$

The total distance through which any lower layer slides when its upper friction coefficient is less than the one at its base, and when the layer just above is not anchored.

$$V_m = t(A_1 - hg) \quad (11)$$

$$\text{where } h = \mu_1 + \frac{W_2}{W_1}(\mu_1 + \mu_2)$$

The maximum sliding velocity of an unobstructed lower layer package when the layer next above is secured to the car by a rigid restraint.

$$S = \frac{V_m^2}{2(A_1 - hg)} + \frac{V_{2m}^2}{2hg} \quad (12)$$

The total distance through which an unobstructed lower layer package slides when the layer next above is secured to the car by a rigid restraint.

$$F = m(A_1 + \mu g) \quad (13)$$

The force induced against a rigid restraint by a top layer.

$$F = m(A_1 - \mu g) \quad (14)$$

The force produced by an impact at the extremity of a load and against succeeding stacks.

$$V = \sqrt{\mu_s r g} \quad (15)$$

The speed which will produce lateral displacement on a flat curve.

Draft Gear Closure

The closure time of the draft gear would necessarily bear an inverse relationship to the initial velocity of the car, also it would vary with the condition and physical characteristics of the particular mechanism and with the weight of the moving load. The closure time of 0.40 seconds used in the report with the eight-mile impacts conforms to industrial tests with friction draft gears. Actually, the car would travel about 2½ feet during the period of the draft gear

closure causing adjacent cars to move up and then recoil, but this becomes a separate problem in momentum.

Symbols

V_m = Maximum sliding velocity in ft/sec.

U_o = Velocity of car in ft/sec prior to coupling collision.

μ = Coefficient of kinetic friction.

μ_1 = The lower of two coefficients of kinetic friction in a double layer arrangement.

μ_2 = The upper of two coefficients of kinetic friction in a double layer arrangement.

μ_s = Coefficient of static friction.

g = Acceleration due to gravity, 32.2 ft/sec/sec.

t = Time in seconds.

S = Distance in feet.

S_a = Distance in feet through which a sliding package accelerates.

S_d = Distance in feet through which package decelerates after passing point of maximum sliding velocity.

S_1 = Sliding distance in feet from initial location to intervening obstruction.

A_1 = The acceleration in ft/sec/sec of a loose package in any layer, would be induced by coupling collision in the absence of friction and gravity. This theoretical acceleration is numerically equal to, and identified with the deceleration of the car.

W_1 = Weight in pounds of a lower layer.

W_2 = Weight in pounds of one or more upper layers.

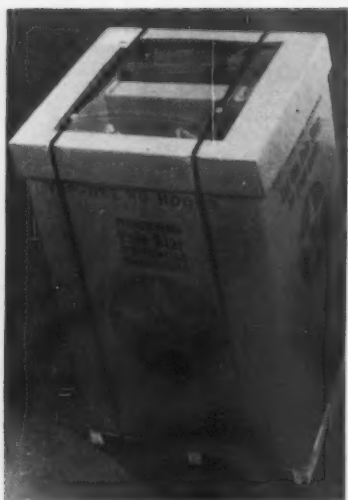
F = Force in slugs.

m = Mass in slugs.

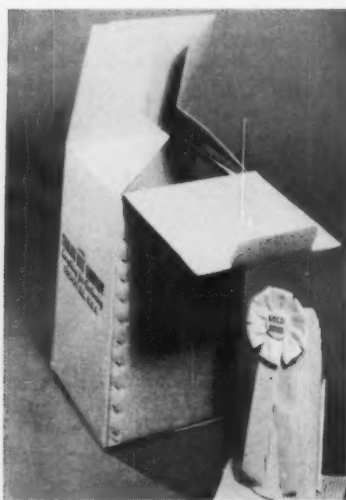
r = Radius of curvature in feet.

Winners Named in Fifth Fibre Box Competition

Latest developments in the fibre box industry were on view at the 1959 Fibre Box Association's Fifth Competition where the best out of 575 entries were chosen and presented awards



F. J. Kress Box Co., won Gold Ribbons, Heavy Appliances with above



Bolt box won a Gold Ribbon, High Density Products, Mead Containers



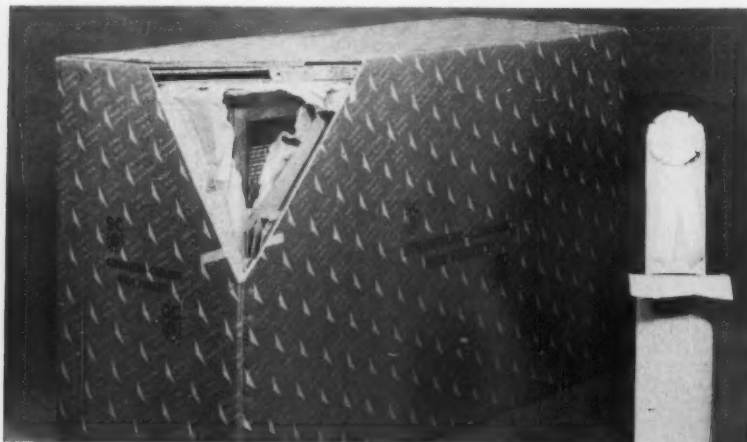
Silver Ribbon, House Furnishings awarded American Boxboard Co.

Weyerhaeuser Timber Co., won a Silver Ribbon, High Density Products



This brought St. Regis Paper Co., a Silver Ribbon Appliances

This corrugated shipping container made by Mohawk Containers, Inc., was awarded the Gold Ribbon for Furniture and House Furnishings at Competition



DISTRIBUTION AGE

GOLD, Silver, and Bronze awards were presented to the best boxes in each of twelve classes at the Fibre Box Association's Fifth Annual Competition.

Held in Washington, D. C., recently, the Competition was host to 575 entries, all examples of corrugated shipping containers and floor stands. Awards were made for surface design and printing, inner packings, bulk packs, carry-home packs, distinctive features, and for articles made from corrugated board.

Each entry represented a new development in the fibre box industry. The range of products contained in these entries included automobile parts, curved glass, heavy household appliances, vending machines, and bulk chemicals.

The improved printing techniques of the industry were amply shown on the colorful and eye-catching corrugated floor stands and counter displays. Multicolor printing was more evident on shipping containers as an increasing number of manufacturers seem to realize that these boxes make very useful traveling billboards for extra product recognition. ●

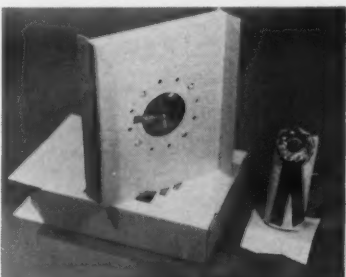
Silver Ribbon, Other Products to Container Corp. of America, box



Bronze Ribbon, Other Products to Delevans, Inc., for dental chair box

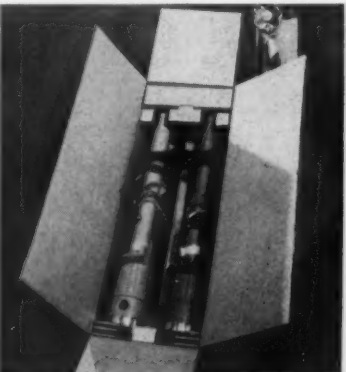


Flintkote Co., won Bronze Ribbon, House Furnishings, radio container



Clock container by Mead Containers, won Bronze Ribbon, House Furn.

Gear shifter in Continental Can Co. box Bronze Ribbon, High Density

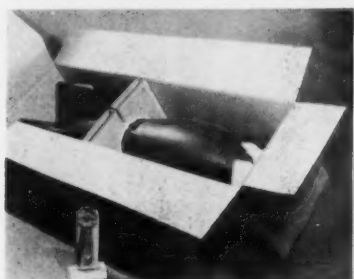
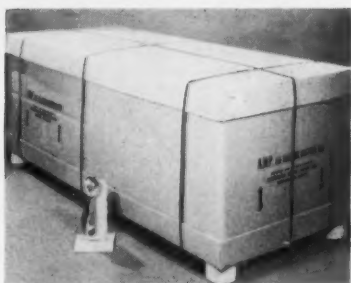


Bronze Ribbon, High Density Products to International Paper Co.



United Container Co., won Bronze Ribbon in Large Appliances for above

Continental Can Co., won Large Appliances Bronze Ribbon for container



Bronze Ribbon was awarded Weyerhaeuser Timber Co., for above

Auto mat container by Ohio Box-board Co., won a Bronze Ribbon



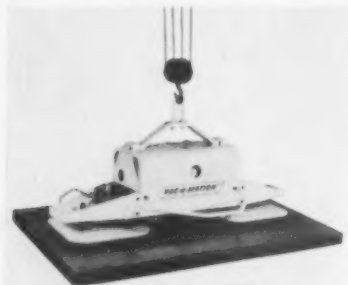


PRODUCTS

... FOR FURTHER INFORMATION

Square Cup Vacuum Lifter

A square cup vacuum lifter for handling steel and non-ferrous plates is announced by F. J. Littell Machine Co. The unit has two 20-in. square

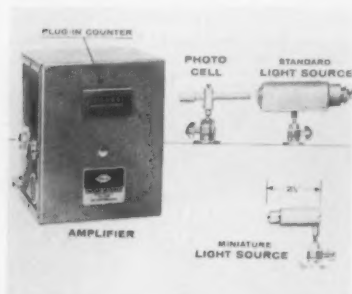


vacuum cups, each with 400 sq in. of lifting surface. Each cup has 4000-lb lifting power. The pump is capable of maintaining 27-in. of vacuum.

Circle No. 35 on Card, Facing Page 51

High-Speed Counter

Reliable industrial counting at speeds over 1500 a minute can be accomplished with this new counter manufactured by Standard Instru-

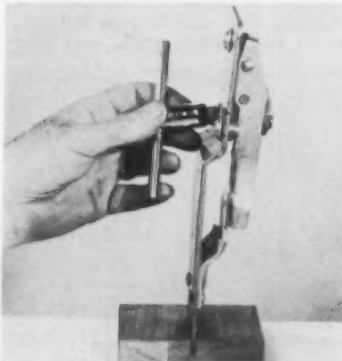


ment Corp. The electronic-eye counter counts by interrupted or reflected light beam. The counter's six-digit plug-in counter lasts for more than 100,000,000 counts. The counter can be reset to zero at the touch of a button.

Circle No. 36 on Card, Facing Page 51

Container Clamp

A new container clamp for internal applications, utilizing a worm-gear lock mechanism, is in production at

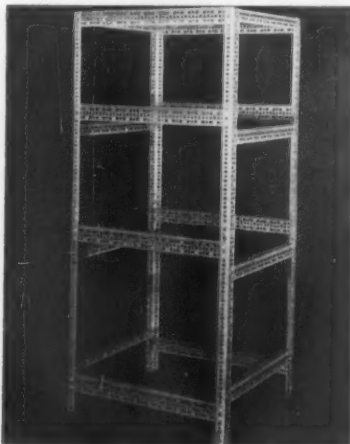


the Bassick Co. The worm-gear clamp is completely concealed within the container. The hidden clamp mechanism cannot be subjected to direct bumps or shocks or environmental extremes.

Circle No. 37 on Card, Facing Page 51

Compressor Rack Kit

Acme Steel Co., recently introduced compressor rack kits for the refrigeration industry. The kits, of particular use for mounting compressors,



condensers, and other refrigeration equipment, require less detail planning for installation. Bolting is the only requirement for complete assembly. The racks are pre-engineered of cold-rolled galvanized steel.

Circle No. 38 on Card, Facing Page 51

Multi-Purpose Lift Truck

To provide heavy industry with a multi-purpose lift truck with increased speed, Yale and Towne Mfg. Co., has converted the K-41 line to hydraulic lift. The modified line uses a variety of hydraulically controlled attach-

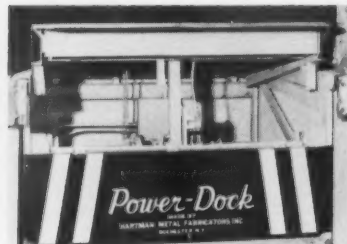


ments for specialized handling jobs. The conversion of hydraulic lifting members has increased the lifting speeds of the line, with some models capable of a lift speed twice as fast as formerly possible. In addition to the wheel brakes, a parking brake on the motor is provided for additional safety.

Circle No. 39 on Card, Facing Page 51

Power Operated Dock

New power dock from Hartman Metal Fabricators will automatically adjust its deck plate to compensate for up to 4 in. of out-of-level truck



beds at loading platforms. The dock lip will lie tight against the truck bed when one side of the truck bed is as much as 4 in. higher or lower than the other side.

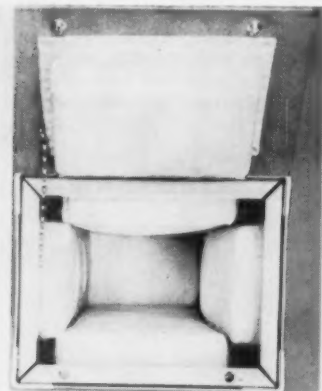
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and EQUIPMENT

PLEASE USE THE READERS' SERVICE CARD • • PAGE 51

Re-Usable Containers

New re-usable shipping containers for shipping delicate instruments are announced by **Continental - Diamond Fibre Corp.** They feature long life and light weight and meet Air Trans-

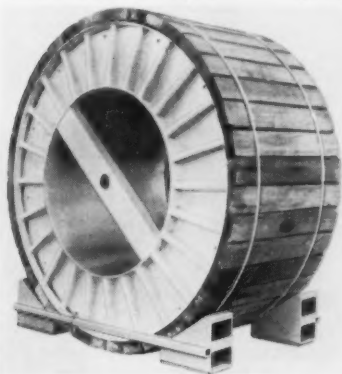


port Assn. specifications. They are made from vulcanized fiber and use a riveted construction. The insides of the cases are padded with 1½-in. foam polyurethane. The foam is covered with heavy canvas.

Circle No. 41 on Card, Facing Page 51

Portable Chocks

Chocks of heavy steel welded construction for shipping cable reels are in production at **McKenzie Engineering Co.** The chocks are always under tension from the square steel spring-

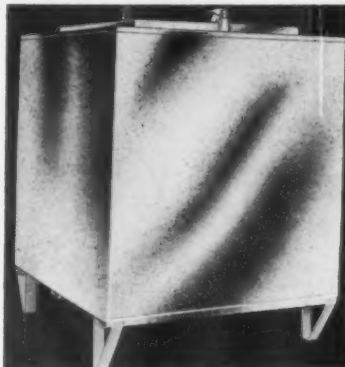


loaded tube which connects the wedges. The tension adjusts the wedges automatically to the reel base to insure a proper fit and maintain wedge alignment.

Circle No. 42 on Card, Facing Page 51

Dry Ice Cabinets

Simard, Inc., announces a new line of storage cabinets for dry ice. The cabinets are designed to keep dry ice

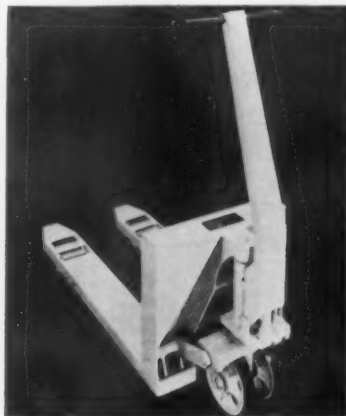


longer with a minimum of sublimation. Constructed with aluminum exteriors and heavy-gage welded galvanized interiors, the cabinets will provide long service.

Circle No. 43 on Card, Facing Page 51

Hydraulic Pallet Truck

Handling of two and four-way pallets can be accomplished with this electrically welded steel frame pallet truck from **Wright-Hibbard Industrial Truck Co.** Safety of operation is provided by a factory set overload relief



valve and "stay put" handle. Standard capacities are 2000 and 4000-lb. A 4¾-in. lift gives the truck a raised height of 8-in. enabling it to double as a skid truck on the lower clearance skids.

Circle No. 44 on Card, Facing Page 51

Pressure Tank Trailer

Capable of pumping aerated powdered commodities a distance of 105 ft or more is a new bulk haul tank-trailer produced by **Fruehauf Trailer Co.** The unit is suitable for any commodity, up to 120-lb per cu ft, that will work on the Airslide discharge

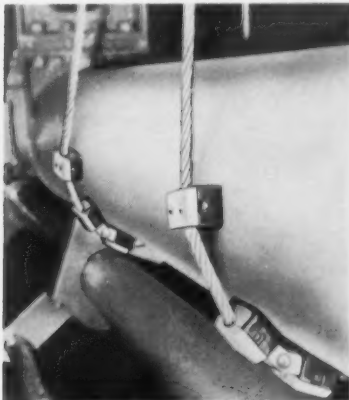


method. Pneumatic unloading is accomplished with a blower mounted on the tractor and connected to the power take-off shaft. An optional discharge method, illustrated, is with the blower mounted on the rear of the pressure tank and activated by a gasoline engine.

Circle No. 45 on Card, Facing Page 51

Protective Sling Pad

A new protective pad for use on wire rope slings is introduced by **Columbia Technical Corp.** They are for use on wire rope slings when lift-



ing heavy machinery and parts by crane. The pads can be used on straight, curved, or angular surfaces.

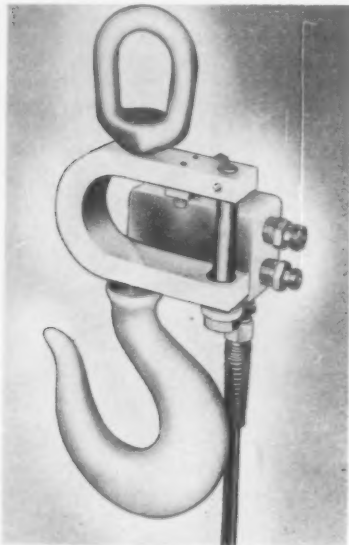
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... New Products and Equipment

(Continued from Preceding Page)

Overload Control Switch

Offering complete protection against accidental overloading of hoists and cranes is this sensitive control switch from W. C. Dillon and

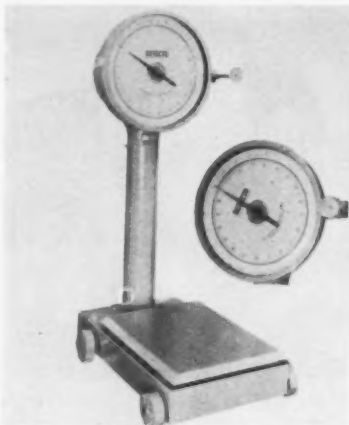


Co., Inc. The sensitive control switches are housed in a heavy metal junction box. Rain, moisture, and dust are effectively sealed out. When a crane attempts to lift a load that is over the predetermined danger point, the switch shuts off the current.

Circle No. 47 on Card, Facing Page 51

Portable Scale, Quick Tare

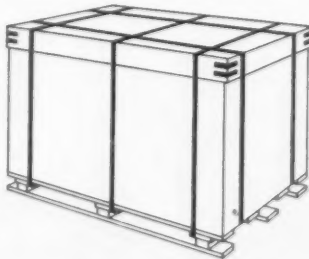
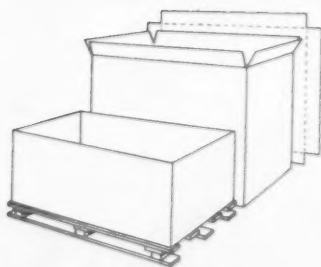
A portable scale with an inner revolving chart for quick tare is a current offering from Deteco Scales, Inc. The scale was developed originally for a food producer. The revolving chart is controlled by a hand wheel located on the outside of the



dial housing. When a container is placed on the scale platform, the indicator shows container weight on the outer chart. The inner chart is then revolved so that its zero reading matches the indicator. The container is then filled and the net weight read on the inner chart. At any stage of batching, the dial charts show both net and gross weight.

Circle No. 48 on Card, Facing Page 51

Cartons for Bulk Cargo



A light-weight, strong, king-size, carton is currently offered by Tri-Wall Containers, Inc. It enables shippers to consolidate small packages into one large container with ease. It is serviceable as an export container. After the lower carton is filled, the sleeve is slipped over to create an additional like amount of space which, in turn, is loaded to the top. All parts, except the skid, are constructed of high-strength, triple-wall, corrugated board capable of sustaining heavy weights of superimposed loads.

Circle No. 49 on Card, Facing Page 51, for more information

Expendable Pallets

Expendable pallets for shipping sack cement have been introduced by Calaveras Cement Co. Extremely



light in construction, the 5-lb pallets are made of wood reinforced paper board. The pallets will carry from between 31 to 36 sacks of cement weighing 94 lb each.

Circle No. 50 on Card, Facing Page 51

Steel Stretcher Tool

A new improved stretcher for the bundling of steel bars, round, flats,

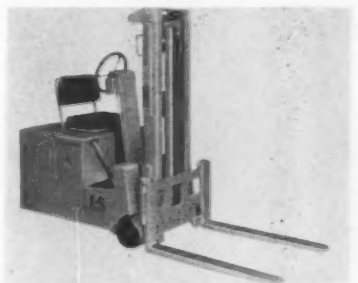


and other non-compressible products of narrow surface is being offered by Signode Steel Strapping Co.

Circle No. 51 on Card, Facing Page 51

Lift Truck with 24 Volts

Offered in capacities from 1000 to 2500 lb with a 24-volt electrical system is the new lift truck from Lewis-Shepard Products, Inc. The truck will pass under 6-ft doorways with its 68-in collapsed height. The truck is

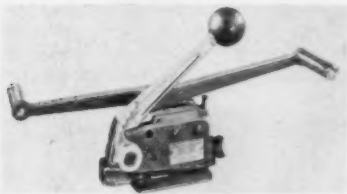


particularly suited to situations requiring continuous operation and frequent stopping and starting. The high-pressure hydraulic system uses 50 per cent less fluid than low-pressure types and makes faster lift speeds possible with no increase in current draw.

Circle No. 52 on Card, Facing Page 51

Seal-Less Strapping

A new strapping device which seals and locks steel strapping is available from Inland Wire Products Co. It

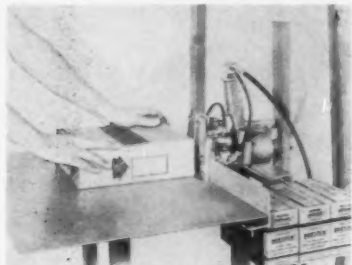


also tensions the strapping and cuts it to length. This item features redesigned levers that control operations.

Circle No. 53 on Card, Facing Page 51

Side Strike Stapler

Bostitch has introduced its new side strike stapler for sealing overlap, telescope, small regular slotted containers, five panel folders from the



side. The air operated machine seals filled containers with 1½ wide-crown staples from the outside. Every push of a box against the automatic trip bar drives a staple. Height of the stapling head is easily adjusted.

Circle No. 54 on Card, Facing Page 51

Narrow Conveyor

New London Engineering Co., is offering a 12-ft conveyor with a working angle up to 60 deg for stacking



cartons 16-ft high. The conveyor is equipped with swiveling casters and electric drive.

Circle No. 55 on Card, Facing Page 51

Adjustable Pallet Rack

A rack suitable for multiple storage requirements is announced by Versabar Corp. With a per shelf or pallet capacity load of 2000-lb, the rack is claimed to be suitable for almost universal storage requirements.



It has finger-tip adjustability without tools, the shelves are designed for front and back service and have a galvanized finish.

Circle No. 56 on Card, Facing Page 51

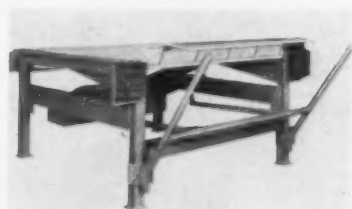
Improved Headlamp Beam

A truck headlamp which provides nearly twice the brightness of ordinary headlamps on the lower beam is being marketed by Westinghouse Electric Corp. It is resistant to shock. Despite new brightness, no increase in battery strain occurs.

Circle No. 57 on Card, Facing Page 51

Dock Levelers

A new line of mechanically counterbalanced, truck-actuated dock leveling devices is announced by Rowe Methods, Inc. All models have a capacity of 20,000 lb. In operation, the deck is raised to the standby position for an incoming truck. When the



truck's body contacts the truck lever arms on front of the dock, the force transmitted through twin actuator shafts displaces the counterweight and lowers the deck onto the truck bed. The deck follows the bed during freight transfer. When the truck leaves, the potential energy of the displaced counterweight returns the deck to the "up" position.

Circle No. 58 on Card, Facing Page 51

Individualized Trailer

The Trailmobile Series 60 trailer shown here was subjected to road tests covering more than 16 times the coast-to-coast run from New York

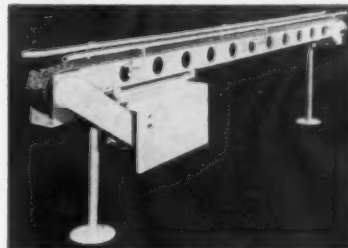


City to San Francisco before it was offered to trucking operators. The tractor speedometer registered 48,996 miles when the test ended. A payload of 40,000 lb was carried during the test.

Circle No. 59 on Card, Facing Page 51

Silent Top Conveyor

The M-H Standard Corp., announces its improved line of conveyors for handling of cans, jars, and bottles. Quiet, high-speed operation without



lubrication is made possible by the continuous nylon track under both load and return sides of the belt. The conveyor is available in widths of 3¼, 4, 4½, 6, and 7½-in.

Circle No. 60 on Card, Facing Page 51

Pneumatic Tired Fork Lift

A pneumatic tired fork-lift truck of 5000-lb capacity designed for outdoor use has been added to the Clark Equipment Co. line. The truck fea-



tures a two-speed, power-shift transmission with a manually-controlled creeper gear; a turning radius of 88½-in.; power steering; and a swing-out hood for complete engine accessibility.

Circle No. 61 on Card, Facing Page 51
(Please Turn Page)

...New Products and Equipment

(Continued from Preceding Page)

Desk Tape Dispenser

An automatic tape dispenser for small rolls of cellophane has been designed by Derby Sealers, Inc. With



every full stroke of the handle, the dispenser delivers a measured strip of tape. The unit accommodates rolls up to 1/2-in. wide by 1296-in. long.

Circle No. 62 on Card, Facing Page 51

Cotton Handler Truck

Allis-Chalmers Mfg. Co., Engine, Materials Handling Div., has introduced a new 3000-lb capacity lift truck designed for handling cotton. An extra lift mast gives a maximum



stacking height of 131 1/4-in. with an 83-in. over-all lowered height. There is 16 1/4-in. of free lift height. In addition to cotton clamps, there are side shifters, crane arms, and rams.

Circle No. 63 on Card, Facing Page 51

Ship Cargo Handling

A new approach to ship cargo loading and unloading which reduces handling costs 50 per cent has been developed by the Twin Coach Co. The method entails the use of stressed aluminum cargo containers which can vary in size from a mantle clock to a motor coach. Cargo is handled once. It is packed by the shipper before the ship is at the dock. At the other end of the trip, the cargo can be unpacked after the ship has left dock.

Circle No. 64 on Card, Facing Page 51

Order Picking Tractor

The time consuming order picking operations in warehouses can now be performed with increased efficiency due to this tractor developed by Automatic Transportation Co. The tractor can be operated by remote control by the operator who sets the travel speed while walking behind the unit and

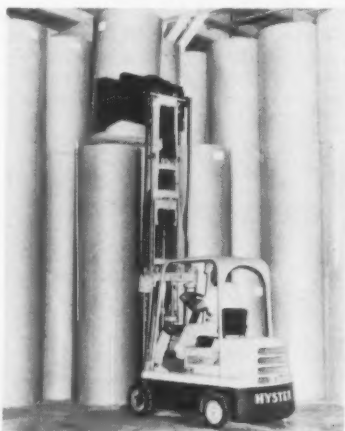


filling the trailer train. When completed, the operator drives the tractor at normal speed to the loading dock. This model has four-speed forward and reverse dual travel controls for operation from either side of tractor.

Circle No. 65 on Card, Facing Page 51

Telescoping Upright Lift

A new telescoping upright that allows one lift truck to unload vehicles yet stack up to 18-ft high in storage can eliminate double handling and reduce storage space, according to Hyster Co. In lowered position, the upright is low enough to permit the

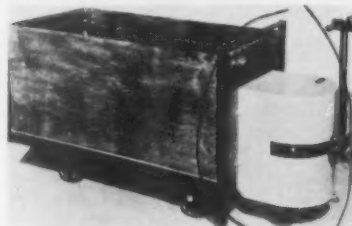


truck to work easily in areas of low overhead clearance, such as boxcars, highway vans, and under balconies. The uprights range from a 10-ft lift to an 18-ft lift.

Circle No. 66 on Card, Facing Page 51

New Power Wheel

Vanguard Engineering Co., is now introducing its new power wheel for quick conversion of hand propelled equipment to power propulsion. The wheel is for permanent attachment to a single truck, but it can be quick-coupled to a fleet of trucks.

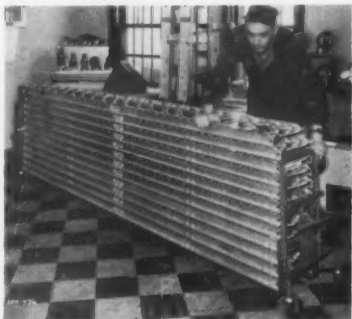


Forward, reverse, steering, and brake control are in one compact unit. The wheel carries only its own weight and not that of the load. No change of existing running gear is necessary.

Circle No. 67 on Card, Facing Page 51

Two-Piece Hand Truck

A lightweight hand truck designed for use in pairs, one at each end of a load, has many warehouse applications. The truck handles pallets, crates, equipment, and similar loads weighing up to 500-lb. When forks are inserted under a load, the me-



chanical lift raises it and locks it. The load can then be pushed wherever desired. The forks have a 5-in. vertical adjustment at 1-in. intervals. Fork width is 14-in., fork length is 4 1/2-in. Swiveling wheels permit close maneuvering. The truck is offered by Skarnes Engineering and Supply, Inc.

Circle No. 68 on Card, Facing Page 51

V-Belt Drive for Tandem

Tandem dual axles for hauling extra heavy loads may be coupled by a recently developed special V-belt drive. The new belt drive can transmit nearly full power to the non-powered axle with improved traction and braking and increased tire life. Manufactured by the Dayton Rubber Co., the belt reduces side slippage. It operates on sheaves mounted between the dual wheels.

Circle No. 69 on Card, Facing Page 51

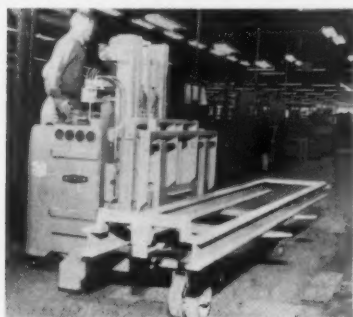
Push Button Jack

Blackhawk Mfg. Co. is introducing a jack which is claimed to be as easy to operate as a doorbell. The jack operates on a standard 6-volt battery for a week of normal use without recharging. The weatherproof battery storage is completely self-contained with no chords or complicated wires. Lifting arms extend from 14 to 48-in. to accommodate the many different style bumpers, tail pipes, and extreme widths of late model vehicles. Weight loads do not have to be exactly centered because the saddles spread the weight.

Circle No. 70 on Card, Facing Page 51

Industrial Truck

An example of industrial truck versatility, this spark-enclosed truck was recently delivered to a naval stores depot. Capable of transporting and stacking 3000-lb loads up to 16-ft

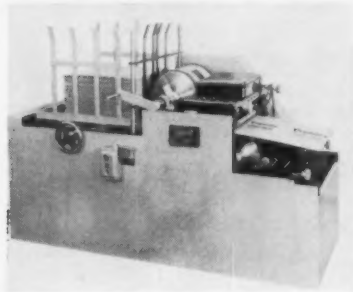


in storage aisles no more than 8-ft wide, it travels sideways. An auxiliary lift of 18-in. is also incorporated for ceiling-high stacking with minimum collapsed height. Raymond Corp., is the manufacturer.

Circle No. 71 on Card, Facing Page 51

In-Plant Carton Printing

Quality printing of corrugated cartons on an in-plant basis is now possible with the Algene Marking Equipment, Inc.'s, box printer. It eliminates the necessity for stocks of preprinted



cartons. Operating on a two-cylinder principle, which prints all four sides of the carton in a single pass, the printer delivers up to 3500 containers per hour.

Circle No. 72 on Card, Facing Page 51

Narrow Aisle Walkie

This narrow-aisle walkie hydro-electric truck is capable of handling



skid loads of 4000-lb with an overload allowance. It is currently being offered by the Lift Trucks, Inc.

Circle No. 73 on Card, Facing Page 51

Personalized Pads, Covers

To reduce the costly loss of protective furniture pads used by carriers and movers, The Rennert Co. puts the carrier's name on the edges



of pads and covers it manufacturers. The moving company's name is repeated in large bold type. It is impossible to alter or obliterate these markings without mutilating the pad. Circle No. 74 on Card, Facing Page 51

Data Processing Device

An integrated data processing device is introduced by the Victor Adding Machine Co. It consists of a full keyboard adding machine which activates a tape punch. The two pieces occupy slightly more space than a standard typewriter. The data punch produces two records simultaneously, a detail strip for immediate accounting data and a punched tape which can be directed to digital computers and processors. Information on the punched tape can be converted to

punch cards or magnetic tape for

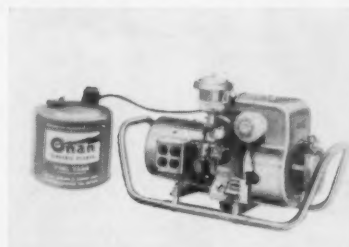


further processing. Keyboard input may be either electrical or manual.

Circle No. 75 on Card, Facing Page 51

Portable Electric Plant

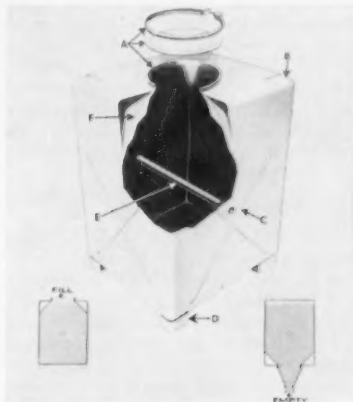
A new lightweight, 2500-watt electric generating plant has been designed for the role of portable or emergency standby according to D.



W. Onan and Sons, Inc. Completely self-contained, the power plant weighs 140-lb and provides full-rated A.C. power. A separate 5-gal fuel tank is provided with rain-tight cap. One tank filled in the morning is normally good for 8-hour operation. Circle No. 76 on Card, Facing Page 51

Bulk Handling System

A new method for the handling, storage, and shipment of grains, plastic pellets, foods, and other dry gran-



ular products is announced by The Powell Pressed Steel Co. The system allows manufacturers to handle loose materials either intra or inter plant. Circle No. 77 on Card, Facing Page 51

FREE

LITERATURE

Little Packaging Library

Hinde and Dauch is currently offering a little booklet which tells how to stack and load corrugated shipping boxes. Thirteen pocket-sized pages explain how to store, ship your product more effectively, and more economically.

Circle No. 78 on Card, Facing Page 51

M-H Equipment Catalog



An up-to-date catalog puts overhead materials handling equipment at your finger-tips; the illustration index on the cover-binder quickly and vividly points out the entire

line of equipment. The new catalog is a loose-leaf affair, enabling the user to be up-to-date on current materials handling bulletins as they are released. A catalog preface on development and policy at H. L. Bushman Co., is another service added.

Circle No. 79 on Card, Facing Page 51

Routing Folder

Direct points, 1337 of them, served by T.I.M.E., Inc., scheduled transcontinental motor carrier, are listed in a colorful new routing guide just issued. Devised as a file folder or to hang on the wall, the new list of cities served also carries multi-colored maps showing points served by T.I.M.E. via connecting line motor carriers as well as direct line routes.

Circle No. 80 on Card, Facing Page 51

Fire Fighting Catalog

The Fyr-Fyter Co. has just released a new 28-page brochure covering its nine major brands of interior fire extinguishing systems, portable extinguishers, and cabinets. Every type of interior fire control system is described and illustrated in the catalog. Details on hose and extinguisher wall-mounted and recessed cabinets are provided also. Installation diagrams, component cutaways, and dimensional drawings are used throughout.

Circle No. 81 on Card, Facing Page 51

Tire, Wheel Catalog

The B. F. Goodrich Co. has just released a new catalog concerning changes in its industrial tire line. The 35-page offering covers the company's products in this area completely, giving types, sizes, etc.

Circle No. 82 on Card, Facing Page 51

Pallet Industry Specs

The National Wooden Pallet Mfrs. Assn. has just issued a set of Minimum Standard Specifications for warehouse pallets of West Coast woods. The standards contain the recommended minimum specifications for permanent types of wooden pallets made from Douglas Fir, Hemlock, or Larch species of lumber.

Circle No. 83 on Card, Facing Page 51

Table Conveyor

A brochure, complete with illustrations, application photographs, drawings, and specifications of the new table conveyor in production at Rapids-Standard Co., Inc., has just been published.

Circle No. 84 on Card, Facing Page 51

Fire Stopper

Fire retardant paints by the Baltimore Paint and Chemical Corp. are covered in a four-page leaflet. The paint decorates, stops the spread of flame, and insulates.

Circle No. 85 on Card, Facing Page 51

Dual-Range Transmission



A four-page brochure covering the design and performance features of the new dual range power-shifted Hyster transmission is available from Hyster Co.

The new transmission is hydraulically shifted, constant-mesh unit with integral torque converter. The two-speed ranges forward and reverse are operator selected by means of levers. All components are confined in a single housing mounted to the engine. Transmission is available as optional equipment for the recently announced pneumatic tire lift truck series in the 6000 to 8000-lb capacity range.

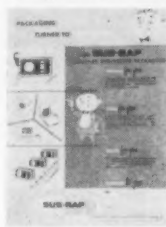
Circle No. 86 on Card, Facing Page 51

Narrow-Aisle Equipment

Complimentary copies of the March issue of the Lewis-Shepard "Lever," a 16-page magazine describing new developments and uses of 24-volt narrow aisle equipment to solve a wide variety of materials handling problems are now available. Of special interest in this issue is a feature article on electric passenger car design and the latest developments in the marketing of these units.

Circle No. 87 on Card, Facing Page 51

Suspension-Packaging



Vanant Co. has just printed a new manual on its suspension-packaging product. The manual contains facts and data and lists the benefits and uses in packaging products

with the wrap. It can be used to package products such as television sets, slabs of marble, and panoramic windshields. Also included is a complete set of data on the company's facilities for design and testing of packaging to meet National Safe Transit Committee standards.

Circle No. 88 on Card, Facing Page 51

MHI Library

The Educational Committee of The Material Handling Institute, Inc., offers the "MHI Library of Know How." The booklet presents basic concepts of industrial materials handling. It is not a textbook, nor a revised speech or feature story.

Circle No. 89 on Card, Facing Page 51

Urethane Reference Guide

New research material which includes calculations needed in urethane technology is contained in a research report by Allied Chemical.

Circle No. 90 on Card, Facing Page 51

Flexible, Silent Doors

Doors which are specially designed and constructed for warehouse operations are illustrated in a four-page brochure from Stic-Klip Mfg. Co. The doors, constructed of rubber, are flexible. Their cored construction offers good insulation and absorbs shock.

Circle No. 91 on Card, Facing Page 51

Industrial Truck Brakes

A new bulletin, detailing its new concept in braking systems for industrial trucks, has just been published by The Elwell-Parker Electric Co. The new system incorporates safety and positive control features of dynamic brakes, hydraulic brakes, and mechanical brakes.

Circle No. 92 on Card, Facing Page 51

Univac Data Processing

Publication of a new brochure describing the functions of Univac data processing equipment has just been announced by Remington Rand. The brochure illustrates a broad range of basic data processing functions and shows the specific equipment to use.

Circle No. 93 on Card, Facing Page 51

Overseas Cubic Estimator

Literature describing the new Overseas Cubic Estimator produced by United Packaging Services Co. is now available. The estimator, newly redesigned, spreads out the dimension charts to double their former size.

Circle No. 94 on Card, Facing Page 51

Granular Bagger

A new four-page bulletin from Bemis Brothers Bag Co. shows the new bagger for pelleted, granular, and cubed-type products. The bulletin contains engineering data and details on operational performance of the bagger. It weighs and fills up to 22 50-lb bags per minute.

Circle No. 95 on Card, Facing Page 51

Cellulose Cushioning

A special brochure for a new cellulose cushioning material has just been issued by Kimberly-Clark Corp. File-size, the new booklet details the characteristics, specifications, and applications of this lightweight cushioning material.

Circle No. 96 on Card, Facing Page 51

Dry-Flo Car

General American Transportation Corp's., Dry-Flo car, developed to provide economical bulk transportation for dry materials, is competitive cost-wise with other covered hopper cars, states recently released literature. The complete facts concerning the car are presented in a four-page flyer.

Circle No. 97 on Card, Facing Page 51

Heavy-Duty Hoists

A 12-page bulletin describing their line of low headroom electric hoists is available from Robbins and Myers, Inc. Construction details, mounting option information, performance data, and dimensions are included.

Circle No. 98 on Card, Facing Page 51

(Please Turn to Page 96)

Literature from the Advertisements

Listed below are brief descriptions of catalogs, brochures, booklets and other literature offered by advertisers in this issue of DISTRIBUTION AGE. To get your copies of the items offered, simply circle the appropriate number on the Reader Service Card, facing Page 51.

Pneumatic-Tired Lift

Pneumatic tires on new Allis-Chalmers 2000-lb lift truck equip it for yard work. It turns right angles in 18 1/2-in. aisles. Circle No. 3.

Warehouse Protection

The right combination of ADT automatic services can give the warehouseman greater security for property. Circle No. 1.

Drive-In Storage Racks

Drive-In Storage Racks, made by American Metal Products Co., minimize non-productive aisle space in warehouses. Circle No. 15.

Electric-Powered Fork

Congested-area handling problems can be solved with Automatic Transportation Company's electric-powered Dockers. Circle No. 26.

Four-Speed Towing Tractor

Barrett-Cravens Co. is the manufacturer of a new electric towing tractor. It features four forward speeds and reverse. Circle No. 9.

Long-Life Battery

An extra long-life battery has been introduced by C&D Batteries, Inc., for electric truck operators. Circle No. 11.

Teletype Car Control

CLIC, an all-teletype car reporting system, enables Chesapeake and Ohio Railway shippers to locate and reconsign cars quickly. Circle No. 27.

Truck for Every Man

The cost of waiting time may be far greater than the cost of owning a Clark truck for each worker. Circle No. 6.

Line of Warehouse Trucks

The Colson Corp. includes in its line of warehouse equipment hand trucks, platform trucks, jacks, and dragline trucks. Circle No. 22.

Jet Cargo Service

Same day delivery between Chicago and Los Angeles is promised in Continental Airlines' jet cargo planes. Circle No. 28.

Heavy-Duty Steel Shelving

Greater capacity, longer life, more protection, and lasting appearance are built into steel shelving by Deluxe Metal Furniture Co. Circle No. 16.

Truck-Mounted Containers

The truck-mounted Dempster-Dinosaur handles up to 40 cu yd containers loaded by one man. Circle No. 14.

Highway Trucks

The newest Dodge trucks feature roomy cabs for the drivers and easy access for service personnel. Circle No. 2.

Adjustable Pallet Racks

Ease of erection and simplicity of adjustment are featured by Equipment Mfg. Inc. in their new pallet racks. Circle No. 4.

Industrial Truck Battery

A more powerful battery by Exide can boost the work capacity of your electric industrial trucks. Circle No. 12.

Industrial Tire Advice

A B. F. Goodrich tire and wheel analysis man will study your industrial

trucks, loads, surfaces, and recommend industrial truck tires. Circle No. 5.

Package Express Service

Greyhound Package Express provides service seven days a week to most areas of the country. Circle No. 29.

Fork-Lift Control

Hyster's new lift trucks feature Monotrol, which revolutionizes performance, safety, and maneuverability. Circle No. 8.

Handling Equipment

Lansing Co. is producing a line of platform trucks and train trailers in a wide range of capacities. Circle No. 21.

Dual-Drive Lift Truck

Dual drive wheels are featured in a new HydroElectric truck manufactured by Lift Trucks, Inc. Circle No. 10.

Dockboard Information

On-the-job information on dockboard applications is available in a bulletin prepared by Magline Inc. Circle No. 24.

Light-Weight Dockboards

The solution to the problem of trucks that are higher than your dock is a Ramp-Dockboard by the Magnesium Co. of America. Circle No. 20.

Motor Carrier Service

Information on either the truck load or ltl service of the McLean Trucking Co. is available by circling No. 30.

Van Line Agents

National Van Lines, Inc., is offering data for warehousemen interested in becoming agents and information on long-distance moving. Circle No. 31.

Modular Packaging

Navan Products, Inc., is offering "How To" information on its Klomp, a clamp for use in modular-panel packaging. Circle No. 18.

Floor Truck Line

A wide choice of floor trucks to meet every requirement is available from Nutting Truck and Caster Co. Circle No. 17.

New Grain Elevator

A new elevator capable of both loading and unloading grain ships has been built at the Port of Long Beach. Circle No. 7.

Freight Bracing Folder

Signode Steel Strapping Co. is offering a new folder on "Freight Bracing Methods." Circle No. 23.

Package Marking Pens

Speedy Products, Inc., is offering brushpens and fast-drying inks for package marking. Circle No. 19.

Pallet Truck Series

Pallet trucks in capacities of 2200, 2500, and 4400 lb are now produced by Multiton Products Div. Circle No. 25.

Fork-Lift Trucks

Towmotor-Gerlinger's new Pace-Maker fork lift truck has rugged construction for long life. Circle No. 13.

Air Freight Service

Booklet tells how United Air Lines saves freight shippers money. Circle No. 32.

Deck-Riding Cranes Put High-Speed In Cargo Handling

This deck-riding crane with "C" frame construction, now on the drawingboard, promises to handle 240 tons per hour compared with gang rate of 20 tons per hour

AS A RESULT of its earlier work with cargo handling systems, a Michigan firm has developed a system which utilizes stationary machinery and projects trolley and booms outboard.

Electrically powered, the system, developed by Lake Shore, Inc., Iron Mountain, Mich., consists of a pair of parallel horizontal booms. They can be extended outboard from either side of the vessel and retracted to reach any area of the ship's beam. The crane will move simultaneously fore and

aft on fixed rails to any deck hatch.

Studies are being conducted to add completely automated controls. Punched cards or identifying marks on containers could actuate electronic equipment to guide the crane to proper hold location. Electrical control can be from the cab. Some operators may desire secondary controls of pendant type on the dock for spotting and landing loads there.

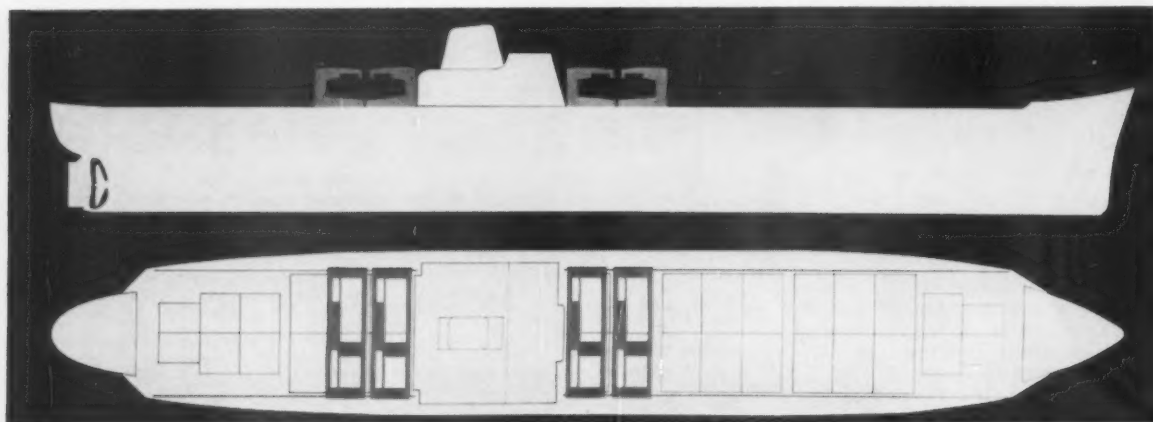
In view of the importance of the listing problem and with the object of keeping gear as simple as

possible, the system utilizes machinery which reduces listing appreciably. It also eliminates a second boom drive and the need for a control circuit collector system.

The open sided gantry is for use primarily where containers will be from 17 ft to 24 ft in length. For the handling of maximum length containers of from 35 ft to 40 ft, a closed sided gantry is proposed.

Hoists will be powered with about 150 hp and will lift maximum loads at speeds between 60

Top view shows vessel with two cranes facing fore and aft, bottom view is of deck with Siporters and rails that carry units fore and aft to all holds





Scale model of automated system that would replace old-type booms on ships

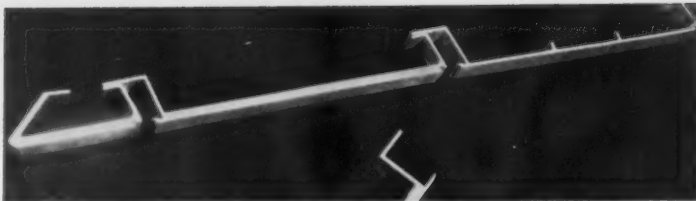
and 70 fpm up to a 6-in. incline. The gantry fore and aft motion will have a maximum speed of 40 fpm.

The hoist system uses a grooved, guarded drum which turns on bronze sleeve bushings, and steel sheaves which turn on anti-friction bearings. Gears, bearings, bushings, and welded parts are selected with suitable wear and life factors to assure minimum replacement.

Roller arrangements of the boom and trolley employ machined roller paths and anti-friction bearings in the rollers. Main rollers of the gantry ride on standard section crane rails and turn on bronze bushings.

Overdeck gantry cranes are not new. With many, however, it is necessary to swing out folding arms or extended outriggers over-side and the entire crane machinery travels out on these arms. This results in heavy overturning force on the vessel. Where three such units are fitted to a ship, it may often be necessary to limit operations to two cranes over the side at one time since three in operation could cause undesirable listing of the vessel.

But this proposed system with extensible boom and synchronized trolley is ready to go when the ship arrives at a pier. ●



Cross-section of new railroad boxcar liner recently developed by Reynolds Metals Co., and now in service on the Baltimore and Ohio Railroad Line

Aluminum Car Liner Cuts Wear and Tear of Loading

Future boxcars may withstand the wear and tear of mechanized loading when they are equipped with this new liner

BOXCAR 468029 is providing a dramatic, in-use demonstration of weight and cost savings possible with a new railroad application of aluminum.

The car contains the first installation of a unique interlocking boxcar lining designed to protect car walls against wear and tear in loading and unloading operations.

The wall system consists of extruded aluminum panels that can blanket wall areas to any height desired above the floor, simply by adding additional sections.

Clip Fastener

An extruded aluminum clip fastens the aluminum to the car wall with blind rivets, replacing the welded-in method used with conventional steel liners. With the need for periodic painting eliminated, the new wall system is virtually maintenance-free.

The inner liners are fabricated entirely in 6063-T6 alloy. Bottom panels, which are subject to the heaviest bumping

and scraping, are $\frac{1}{4}$ -in. thick, while top sections are $\frac{1}{8}$ in.

Engineers state that the panels' light weight—less than half that of steel—should effect visible savings in day-to-day railroad operations. Installations become a permanent part of the car, but can be removed and reused in the event of car retirement or damage. ●

Sections can be added to expand coverage higher than 40-in. here



Tarp Solves Storage Problem During Peak Soya Season

This soya bean processor changed outdoor waste space into profitable storage area for an overflow of beans from local farms

HOW TO keep and properly protect thousands of valuable bushels of soybeans was the problem solved by this bean processor whose regular storage area was full.

The volume of soybeans that will be raised yearly in Indiana and neighboring states often is difficult to gage. Central Soya, soybean processors, had its storage facilities loaded to the gunwales with one of the biggest harvests of soybeans ever recorded when further loads began arriving from farmers in the area.

Central Soya was not in a position to build more permanent silos. Such construction was out of

the question, financially and time-wise.

Instead the processor devised a method whereby much of the inactive area between existing silos could be facilitated for the surplus harvest, without rearranging work schedules.

Two rows of silos, shown in the photograph below at the left, formed a mammoth corridor. The black-top road between the silo rows, when properly prepared, would serve as a "floor."

The corridor was blocked at both ends to provide a box-shaped bin. The only other problem was what type of protection to use as a "top" for the box.

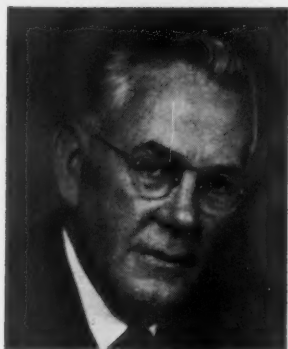
To provide positive protection against rain, snow, dust, and dirt, Central Soya used seven heavy-duty tarpaulins, each one 80 x 50 ft and made of 10-oz aluminum black neoprene-coated nylon. The tarpaulins were specially designed to lace firmly together with metal grommets in double-thickness hems, as shown in the center photograph below.

Sandbags

Several hundred sandbags were used to keep the billowing nylon on top of the soybeans. Each section of the cover contained flaps for sufficient extra protection, and there were 18 scallop pieces used to fill the recessed areas along the silo walls.

This particular solution for a soybean storage problem is just another of the new and unusual uses of coated nylon. Helping to solve Central's problem was Hoosier Tarpaulin and Canvas Goods Co., Indianapolis, fabricators of the special cover. ●





J. W. C. Wright, Jr., of Baton Rouge, new NFWA president

NFWA Takes New Look At Profits in Moving

The role of containerization in the industry's future was surveyed by two panels of leaders in warehouse field at 38th Annual Meeting

THE CHANGING profit picture in the moving industry, a subject under examination for the past year by the Armour Research Foundation, was presented through a film and reports at the 38th Annual Meeting of the National Furniture Warehousemen's Association.

The organization met March 8-13 in Los Angeles. More than 400 executives from the household goods warehousing field heard reports on new trends.

Program on Profits

J. W. C. Wright, Jr., president of Globe Storage Co., Inc., Baton Rouge, La., set the theme for a program on management when he spoke on "Local Moving—Profit or Loss." Wright introduced George Winkler, president of John Winkler's Sons, Inc., Far Rockaway, N. Y.

Winkler explained the reason why the National Moving and Storage Technical Foundation chose moving profitability for the past year's study. He pointed out that while the volume of transportation revenue has increased greatly, the growth has been offset by a severe shrinkage in net profits from the warehousemen's transportation activity.

Wayne Kent and Fred Leiner, research consultants, outlined the study that Armour Foundation has done during the past year. Robert Wogstad and Maurice Hesterman, field representatives for the association, described new methods of administration brought to light by the study. These management

ideas are now being tested under normal operating conditions in several warehouses.

The Container

"What Role Will Containerization Play in Our Industry" was the theme for one day of the program. Chairman of this presentation was Martin Santini, vice president, Santini Brothers, Inc., New York.

Edward D. Byrnes, executive director of the association, introduced the subject. He traced the developments in the use of containers in recent years.

"The Van Line View of Containerization" was discussed by a panel of industry leaders. The group consisted of LeRoy Burnham, Burnham Van Service; James D. Edgett, North American Van Lines; David Kirschenbaum, Neptune World Wide Moving; Frank McKee, National Van Lines; LeRoy C. Bush, HC&D Moving & Storage Co.; and Frank A. Payne, Lyon Van Lines.

J. C. Aspinwall, Jr., president of the Interstate-Trinity Warehouse Co., Dallas, presented the railroad view of containerization.

The individual warehouseman's view was presented by a second panel from the industry. This group consisted of James Cummins, Market Street Van & Storage Co., San Francisco; Kermyt Callahan, John E. Withers Trans-

fer & Storage Co.; Austin H. Hathaway, Lyon Van & Storage Co.; Martin Holt, Bekins Van & Storage Co.; Robert Kirschenbaum, Neptune Storage, Inc.; Alexander H. Naish, Al Naish Moving & Storage; and John J. Rapp, Trans American Van Service.

"Can We Choose and Use Our Human Resources Better?" was the Wednesday theme. Jerome D. Ullman, chairman of the Human Resources Committee, outlined a method of screening and selecting personnel through tests.

Ullman was followed by Philip Larner Gore, of Security Storage Co., who stated that service is no better than the people who perform it. Lloyd Erxleben, of Bekins Van & Storage, outlined an apprentice program within the industry.

The day's sessions were highlighted by a speech by Dr. G. Herbert True, former University of Notre Dame professor. Speaking on the "Magic in Man," he said that too many businessmen have heads crammed full of rapidly aging facts. Change is constant, he reminded NFWA members. Businessmen should separate the wisdom of the past from out-of-date ideas, he said.

Vincent F. Caputo, of the Office of the Assistant Secretary of Defense, reported on Public Law
(Please Turn to Page 73)

Facsimile Speeds Distributor

Important scheduling and production information reaches key men faster since this electric communications system was installed to shrink the distance between product development and production at this company

THROUGH an improved communications system, the time cycle for processing orders at this wire and cable plant has been speeded and equalized.

At the Wire and Cable Department of the General Electric Co., customers located away from the main plant enjoy the same service as do nearby outlets.

The communications system is built around instant longhand

transmission of production information and telegraphic transmission of orders. The in-plant transmission of production data allows tight control over requisitions, production, and cost.

The system receives orders from field office, processes paperwork, and cooperates with shipping functions. Two parts make-up the system. One gets customer's orders into the plant. The other

speeds data flow within the plant.

The two teletypewriter stations permit direct receipt of marketing and production control messages. They enter orders from 8 am to 6 pm, five days a week. Incoming orders are received on a multilith master which then is reproduced on a multilith machine. In this way, the necessary information order for such sections as processing, production, billing, traffic,

Output is written on transceiver on manufacturing floor, is then sent to three departments



Paperwork between departments is expedited by pneumatic tube, speeds orders from customers



Orders

warehousing, and shipping is produced in minimum time.

To further reduce the cycle, two receivers have been installed on the manufacturing floor to minimize the time required to communicate shop output information to points of action.

The transceivers are caster mounted. They can be moved to any location in the plant. This mobile feature enables a foreman to write output tickets at different locations, gaining flexibility in the half-mile long factory. All data written is automatically recorded on forms feeding through both sending and receiving units, without the necessity of someone stationed at the receiving machine.

The data written on the production floor is recorded on receivers which have been installed in the Production, Requisition Processing, and Cost Departments. At the completion of the manufacturing cycle, an output ticket is written on a factory area transceiver with the information transmitted simultaneously to the three receiving departments.

From the information recorded on the receiving units, a "layout" set of control forms and packing slips are prepared by Requisition Processing. These papers are dispatched to the Traffic Department via pneumatic tube to provide routing information. From these papers, necessary labels are prepared for each reel, then delivered to the warehouse where the reel is waiting.

Next, the layout is returned to Production with the added shipping information. The memo shipping form then can be completed and forwarded by pneumatic tube to Billing.

The Cost Department, alerted by its copy of the output ticket written on the transceiver, accumulates cost data and sends that to Billing where it is matched with

Incoming orders for wire, cable are received on teletypewriter



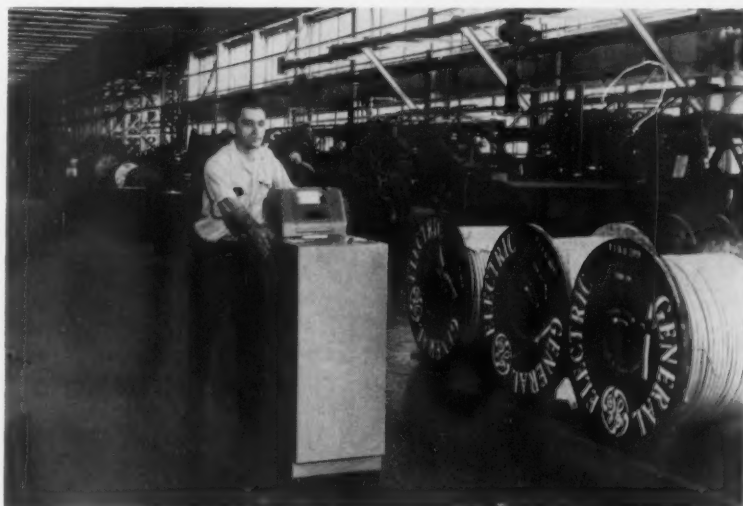
Output information is received simultaneously with its writing. Rapid output expedites shipments

the layout papers to form a control file.

At the third receiving station in the Production Department, the form filled is used to record factory output data on schedules.

Now, all units can work on a shipment once the vital data is made available through the receivers. Closer management control over all company operations is achieved. ●

Mobile transceiver, produced by TelAutograph, Los Angeles, enables tickets to be written anywhere



Petroleum on the Racks at Distributing Centre

**Outdoor storage racks with an end lock-
cradle help transfer petroleum products
on and off lifts enroute to consumer**

AT THE new Portslade petroleum and oil distributing centre of Shell-Mex and B. P. Ltd. the use of slotted angle racks for the storage of light-weight steel barrels and drums is making very much better use of storage space and greatly reducing handling costs.

The distributing centre, located on the south coast of England (near Brighton) employs pallets and fork trucks extensively. All of the new racks have been erected in the open in a large yard which is devoted to the storage and handling of the lubricat-

ing oils and both black and white oils in packages. The new racks are covered at the top and at the ends with low-maintenance corrugated sheeting.

The racks are arranged in a fashion which allows them to take four tiers of drums in the vertical direction, having thirteen sections in the longitudinal direction. The drums are brought to the racks by fork-lift truck.

Once they are lifted to their proper pidgeon-hole, they are rolled off the fork truck onto special angle-iron rails which carry them to their correct niche

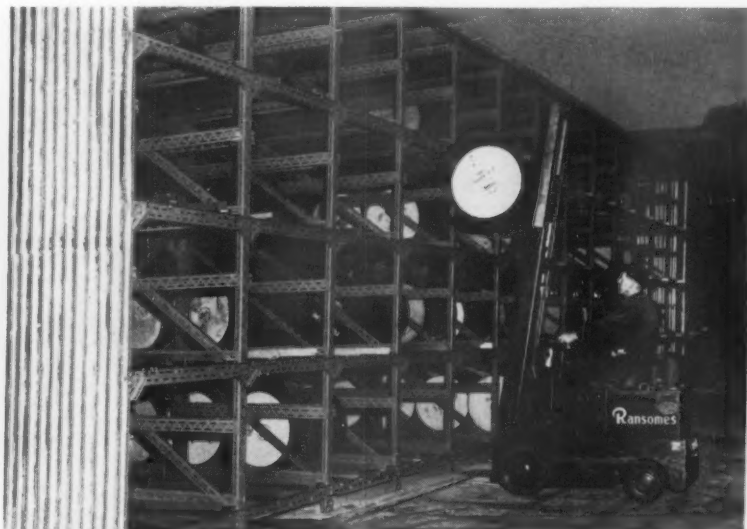
in the racks. The drums are stored either five or six deep on the racks. Guards at the rail-ends prevent the drums from rolling out of the racks. The guards can be adjusted to hold a line of drums in place which does not end flush with the slotted angle framework.

What was formerly a garage has been converted for filling and handling various grades of lubricating oils in packages. For this operation fork-lift trucks are used also. The trucks push the drums end-on into position on similar Dexion slotted angle racks, instead of being rolled into position side-on.

A ramp extending from the yard level to a raised loading bay gives access for fork-lift trucks in the movement of palletized loads of lubricating oils.

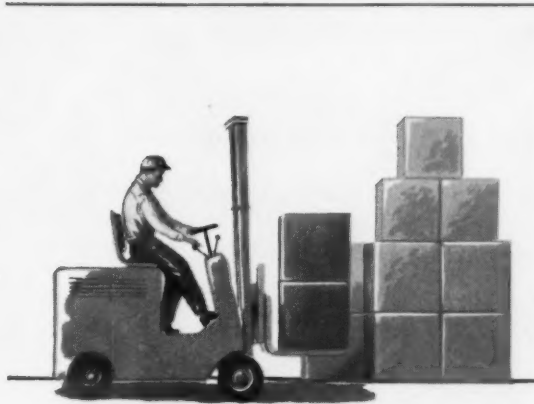
Five gallon drums of special foam compounds are palletized also in readiness inside the fire station so that they are available immediately for fork truck delivery should fire break out—either at the packaging section or the bulk handling department. The fire station is attached to the distributing centre. ●

Right: Lift truck is shown placing a drum of petroleum in its correct pidgeon-hole. Below: adjustable guards, which prevent drums from rolling out of rack position, are pictured. Same style racks are used in garage area. Racks shown are in outdoor area

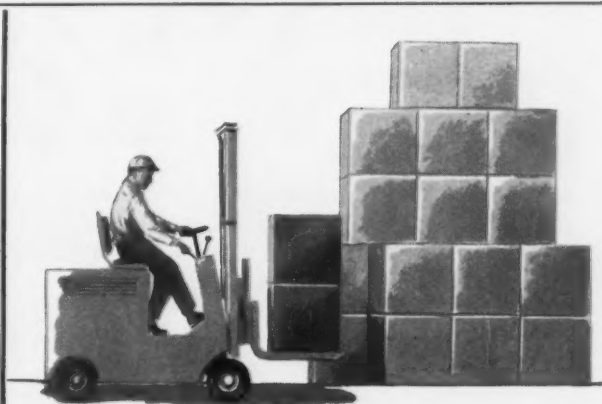


YOUR Electric Truck BATTERY

Exide Industrial Division, The Electric Storage Battery Company, Philadelphia 20, Pa.



Equip any electric industrial truck with an Exide-Ironclad Battery ...



... and you boost its work capacity ... earn a bigger investment return.

EXTRA POWER IN EXIDE-IRONCLAD GETS YOU MORE WORK FROM YOUR PRESENT SIZE FLEET

Put a more powerful battery in any electric industrial truck and you boost its work capacity. Multiply the boost by the size of your fleet and you get an idea of just how much more valuable Exide-Ironclad Batteries can make your trucks.

Each Exide-Ironclad Battery now packs at least 25%, up to 44%, more power than the most powerful truck batteries previously sold. So if you want more truck work capacity, you can get it from your present size fleet. Equipped with new Exide-Ironclad Batteries, each of your present trucks can handle more per shift, move it farther, work longer hours ... in other words, they can do more, much more, than they ever did before.

Improved battery construction

Exide-Ironclad tubular plate batteries have proved their superiority in thou-

sands of applications. Today they feature new, more advanced tubular construction that dramatically improves performance and extends life potential. This is the latest step forward in the 50-year progress of Exide-Ironclad Batteries. The new armored porous tubing holds the active material even more firmly captive against loss. Greater porosity improves access of electrolyte for sustained high-load capacity. And inside, where vital current flows from the positive plates, Exide's patented Silvium alloy resists corrosion as much as 100% longer than other commonly used alloys.

Now each positive plate in Exide-Ironclad Batteries packs more power

into the same battery space. Battery materials are used more efficiently for greater power per dollar. Here, truly, is today's outstanding battery value for electric industrial trucks.



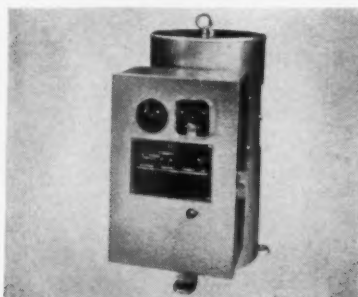
50 years of constant improvement have gone into today's Exide-Ironclad Battery. Latest advance is the improved tubular construction of the positive plate. Skillful application of the most modern, virtually ageless, materials means longer lasting battery power in industrial truck service than has ever before been possible.

For more details on the new Exide-Ironclad Batteries, write for a copy of our 8-page, illustrated brochure #6230

Exide Complete Power Package... includes chargers too

For all the value and economy Exide can offer you, make sure you get chargers from Exide too. That way, you get the complete Exide power package. New Exide vertical-design chargers are specifically designed for industrial truck use. Available in a full range of ratings for all trucks, and with operating features unmatched in the field. They save two-thirds in floor space required. Can be wall mounted. Operate cleaner, so

they need less upkeep. In addition, you get the advantage of reliable, thorough and regular Exide service for both batteries and chargers. Write for new brochure giving complete information.



Exide®

Circle No. 12 on Card, Facing Page 51, for more information

Fork Lift Goes Piggy-Back

This soft-drink distributor found himself dependent on a supplier who was using neither pallets nor fork-lift truck, but solved his dilemma with a fork lift mounted piggy-back

BECAUSE his supplier is not yet palletized this soft-drink distributor is lugging his own fork lift on a 120-mile round trip for fresh stock.

With the fork lift T. H. Brown, Picayune, Miss., is able to bring back a 660-case load in little over half a day. Previously a three-man crew took all day to handload and unload a 470-case lot.

The lift rides crossways behind the cab. Its wheels rest in channel irons and are held by steel chocks pinned to the fingers of the channels. Duplicate portable ramps at

Biloxi and Picayune are made of channel irons. They lap over the channels on the "perch" behind the tractor cab.

A bolt from one of the chocks pins the center channels of ramp and perch while the fork lift moves over them.

Each ramp is supported by the front axle of an old truck. Its tireless wheels are just the right height at a third of the distance from the top of the ramp. An X-frame of channel iron welded between the channels of the ramp and a 15-in. plate on top of the

axle, extend the support for a foot beyond the axle in either direction.

Brown has had the thrust valve reversed on the hoist. This makes the fork level when the hoist is back. But the fork dips forward slightly when the hoist is forward. The slant matches the slope of the pallets when in place on the trailer. Loaded pallets lean against a sloping central panel on the trailer. Their outer edges are up on a 4 in. curb. Brown can set down or pick up a pallet from the trailer with hardly a quiver.

The fifth wheel on Brown's tractor had to be moved back 6 in. to make room for the fork lift. His single-axle 32-ft platform trailer was converted to dual axles, with both axles moved forward to distribute the weight better.

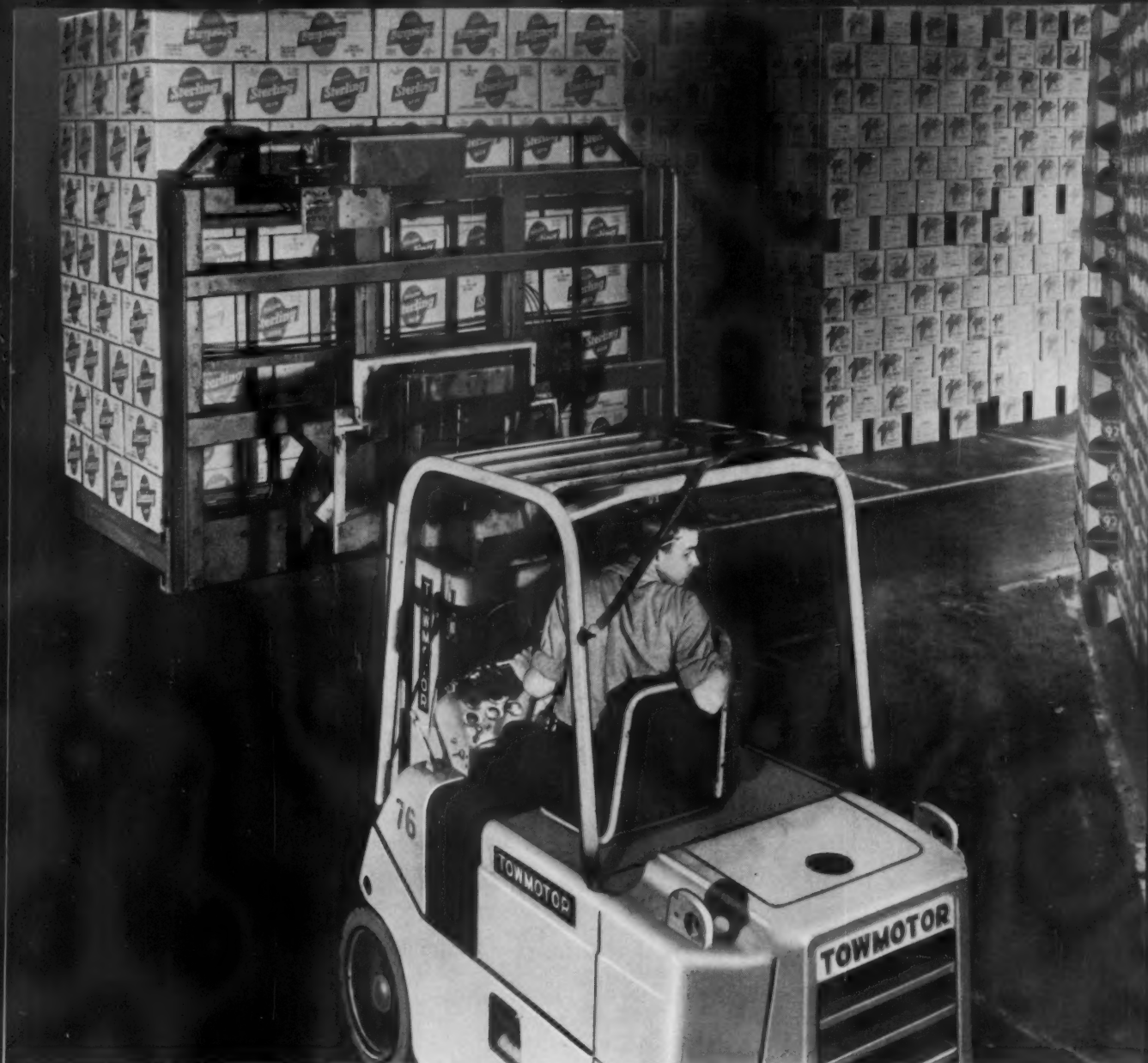
In transit, the forks are removed from the lift and inserted into one of the pallets, where the slope keeps them secure. ●



Left: The portable ramp kept at each terminal can be wheeled around by one man, it easily supports 3700 lb.

The photograph below shows mast that was changed so fork slopes down when the mast is forward, eases fork inward, slowly, accurately





New Towmotor "Pace-Maker" Model Fork Lift Truck

Strength to spare!

From tread to mast a Towmotor Fork Lift Truck is *built to last*. Its all-welded chassis—special carbon-steel carriage—one-piece forged forks—reserve-power engine—*rugged construction from the floor up!*—give Towmotor a margin of extra stamina that outlasts any truck doing anywhere near the same day's work.

See how you can apply this strength to *move more goods, faster, at less cost*. Ask for new "Pace-Maker" Booklet SP-23 . . . and Certified Job Studies applying to your type of handling operations. (Also ask about new foot-controlled *Towmostatic Drive*, available now on some Towmotor models.) Write Towmotor Corporation, Cleveland 10, Ohio.



LEADERS FOR 40 YEARS IN BUILDING
FORK LIFT TRUCKS, CARRIERS AND TRACTORS

Gerlinger Carrier Co. is a subsidiary of Towmotor Corporation

Circle No. 13 on Card, Facing Page 51, for more information

How to Fill the Driver's Seat

Speaking before the Private Truck Council,
this director of automotive safety pointed
out that safety starts with driver selection

Edward J. Emond
Director, Automotive Safety
Armour and Co., Chicago



CAREFUL selection of driver personnel is important in a safety program.

The task of assembling a group of drivers to operate the equipment efficiently, courteously, and without accidents, starts with the selection of each driver. Safety in your company is influenced by your decision.

The ability to act safely is perhaps nowhere more important than in the operation of a motor vehicle. A driver, by a single lapse of alertness may cause an accident resulting in great loss of life and damage to property.

A completed application form is the applicant's statement of his past record. All information should be carefully scrutinized and discrepancies brought to light by the personal interview.

The personal interview is perhaps the most important single employment technique in driver selection. The overall perspective gained during the interview is often the determining factor in employment. A properly conducted interview should reveal additional facts about the applicant's employment experience, knowledge of traffic regulations, attitude, personality, appearance, family life, and general background.

Following the interview the application should be reviewed again to determine whether the information coincides with that developed during the interview. Any discrepancy discovered should be carefully considered before a decision is made. In fact, your decision should not be made until all references provided on the application form are carefully checked.

Sometimes you may have difficulty in obtaining reliable information from previous employers. Some hesitate to put their frank opinions in writing. Therefore, analyze the information obtained from this source and compare it with that developed in the interview—as well as that detailed in the application form.

Additional information may be obtained from the local credit bureau, police department and state highway patrol records.

Don't rely too much on what the applicant says he knows and the experience he says he has had. Check his past record carefully.

In determining standards of selection, you should first make a careful study of what the job entails and what qualifications the driver should possess.

An example of an inventory of

essential qualifications is that established by the American Transit Association for prospective transit employees. This lists nine basic qualities as follows: 1. Moral character, 2. Mental ability, 3. Motor ability, 4. Health, 5. Motivation, 6. Stability, 7. Maturity, 8. Sociability, and 9. Manner and appearance.

With minor changes this inventory should be applicable to all driver jobs. Relative stress to be placed on any of these qualifications would depend on the type of motor transportation.

An experienced personnel officer will detect all obvious and many subtle reasons why some applicants should and others should not be hired. These reasons will be matters of personal judgment based on experience and education. While the most important objective of a driver selection procedure is to screen out accident prone applicants, you should not lose sight of the fact that many traits not related to accident proneness must also be considered during the selection process.

Certain traits are considered important in deciding upon the general suitability of applicants for driving jobs, such as age, physical
(Please Turn to Page 73)



24 HOUR SERVICE...7 DAYS A WEEK...HOLIDAYS TOO!

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YOU LESS!**

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The Greyhound Corporation, Dept. E4
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Please send me complete information on how Greyhound Package Express can help solve my shipping problems.

Name

Title

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Address

Telephone No.

Lost Efficiency Hurts

Blue Mondays, headaches, lack of interest are but a few of the many conditions which rob companies of much needed efficiency in personnel performance

"SOME days I know I should have stayed in bed! Nothing goes right—everything I do and everything my staff does turns out wrong. Must an executive consider these normal or can he do something about them?"

So goes the unhappy refrain heard every now and then in each corner of the business world. Unfortunately there's no single formula or set of rules which can supply the cure-all. Such deficit days in our business lives can be caused by many things.

They are the minor, hidden factors which reduce the executive's working ability not only insofar as his own productive effort is concerned but his ability to get top results from his staff.

Listing Efficiency

Here is a list of the most common efficiency robbers and what we can do about them. Two or three taken together can in a single day nullify a week of good productive effort in the firm.

Headaches—"They are a minor inconvenience which a good executive learns to put up with or handle with a few pills!" That comment borders on stuff and nonsense! The executive who lets headaches diminish his effectiveness never finds a solution with temporary relief pills. Find the medical causes from your doctor—take the steps to be rid of them forever.

Tiredness—No man alive can be thoroughly efficient when he is

tired. If we get tired before the day is even well underway something is wrong. Perhaps the trouble calls for medical treatment. Maybe it also calls for better scheduling of our work. Too many executives set up heavy loads early in the day for they feel these can be best tackled while they are "fresh." Spreading them out is a much better procedure.

Irritability with one's work—This little efficiency thief not only saps executive ability but causes that individual to disrupt the set efficiency of the people on his staff. A more relaxed attitude toward one's work, taking time out to relieve tension now and then, and better planning of the job—each of these can reduce executive irritation.

Decrease of interest in job—Many an executive plans carefully to hold employee interest in his or her work for he well knows that without such interest any employee is always a less efficient individual. He completely overlooks the same effect upon himself. Whenever we are faced with a loss of interest in our job there is something very definitely wrong, such things simply do not happen over night. Stand back from it and take a fresh look.

Irritation with others—No executive is immune from this efficiency thief; it can happen in the best regulated firms at any time.

By Ernest W. Fair

Usually it is brought on by misunderstanding on our own part. Blow off steam to yourself and that will cast out this robber. Keep brooding over it and he will remain to do more and more damage. Developing the flexible personality which permits such irritations to bounce away without penetrating our inner consciousness is a sure-fire method of handling this particular demon.

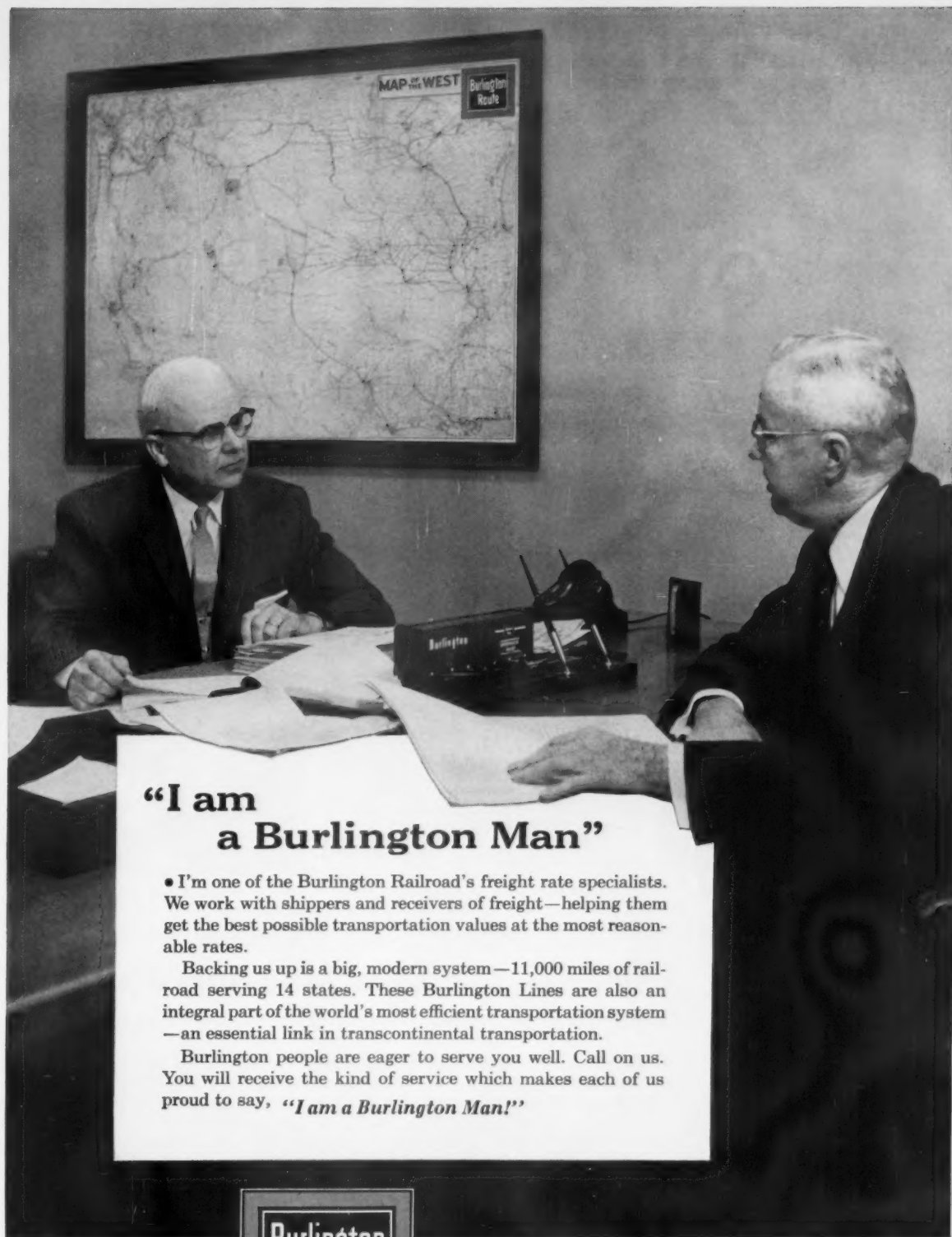
Loss of patience with others—Here is something the good executive guards against constantly. It is a standard requirement of being a top individual that we forever exercise a high degree of patience with everyone—on the staff, in the company, outside of the organization. If we maintain a constant guard against impatience we can nip such an efficiency robber before he can do major damage.

Forgetfulness—Any executive's job can always be made much more difficult when forgetfulness sets in on him. Not only does it keep his business efficiency low but it ruins top productive ability of the people who work with him. It is both a mental and physical problem. Usually the causes are of a personal nature.

"Blueness"—Many personal problems can cause such a feeling. We tolerate it because we feel the damage is slight. Actually the reverse is true for this dejected condition in an executive robs him of better than half his normal efficiency.

Reduce Stress

Recognizing these efficiency robbers in our executive personality keeps stress at the lowest possible point. Taking time out to eradicate them not only assures us of an increase in efficiency on our own part but assurance that we will be able to get more out of the people on our staff every working day. ●



"I am a Burlington Man"

• I'm one of the Burlington Railroad's freight rate specialists. We work with shippers and receivers of freight—helping them get the best possible transportation values at the most reasonable rates.

Backing us up is a big, modern system—11,000 miles of railroad serving 14 states. These Burlington Lines are also an integral part of the world's most efficient transportation system—an essential link in transcontinental transportation.

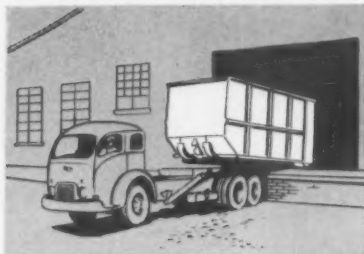
Burlington people are eager to serve you well. Call on us. You will receive the kind of service which makes each of us proud to say, *"I am a Burlington Man!"*

**Burlington
Route**

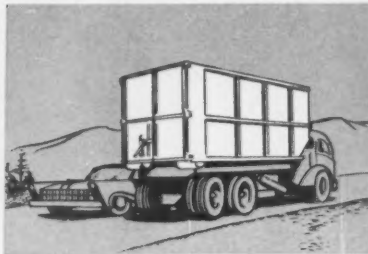
Chicago, Burlington & Quincy Railroad
Colorado and Southern Railway
Fort Worth and Denver Railway

BURLINGTON LINES • *Everywhere West*

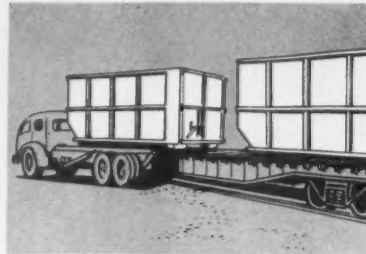
New DEMPSTER-DINOSAUR Picks-Up...Hauls... Puts Cargo Containers on Flat Cars...**FAST!**



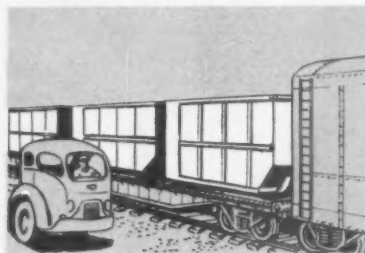
DINOSAUR picks up loaded container from ground or dock at shipper's plant . . .



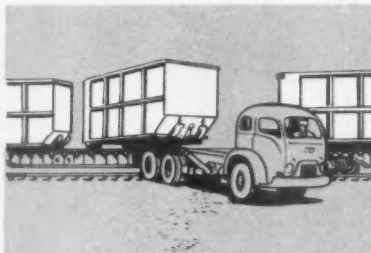
Hauls over-the-road loads of 30,000 lbs. to the railroad siding . . .



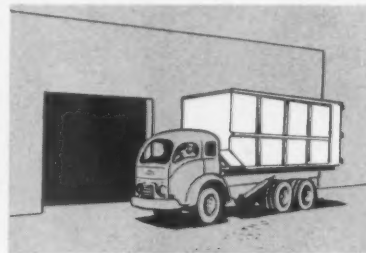
Automatically places container on a flat car and aligns it . . .



At destination, another DINOSAUR awaits in-coming containers . . .



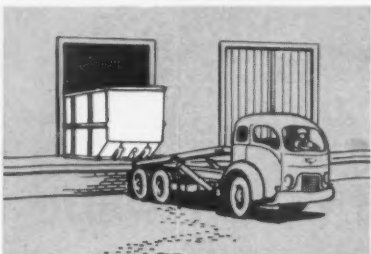
Automatically removes each container and puts it on ground to await delivery . . .



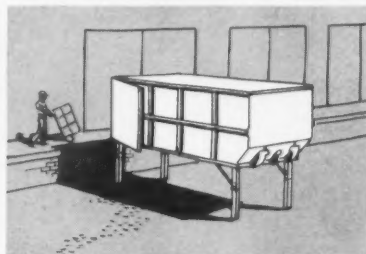
Or takes the container directly to the consignee . . .



Here, the container is lowered gently to the ground . . .



Put off on a dock or inside the building . . .



Or left at dock height on special telescopic legs.

Patents Pending

Made Only By
DEMPSTER BROTHERS
Inc.
America's Pioneer Manufacturer
of Containerized Materials
Handling Equipment



One-Man, One-Truck System Does it All . . . No Cranes . . No Fork-Lifts . . No Turntables!

The truck-mounted DEMPSTER-DINOSAUR handles up to 40 cu. yd. containers . . . and larger . . . over-the-road loads up to 30,000 lbs. . . . with special off-the-road models to meet any weight requirement. Operation is entirely hydraulic . . . no chains, gears, cables, sprockets, sheaves or rollers. It puts containers on standard flat cars without the use of cranes, fork-lift trucks, turntables or ramps . . . one man, the driver, handles the entire operation without leaving his cab. Loaded containers may be lowered to ground, put off on a dock, left at dock height on legs, or automatically dumped.

The trailer-mounted DEMPSTER-DINOSAUR handles two 17-foot containers or one 35-foot container with capacities ranging up to 64 cu. yds.

Write Today for **FREE Brochure**

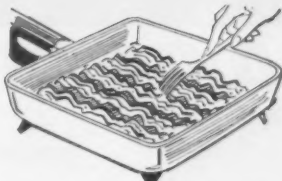
Dept. DA-4, DEMPSTER BROTHERS, Knoxville 17, Tenn.

MOVING MOUNTAINS OF FOOD

25,000,000 Tons of Edibles Move from Farms
To Your Table Each Year via Great Northern



WHEAT enough to supply U.S. bakeries with flour for eight months.



HOGS we transport provide a whopping 180,925,000 strips of bacon.

SALT enough to make a pillar bigger than the Washington monument.



POTATOES to satisfy 10,000,000 lusty appetites for a year.



APPLES enough so every school child can give teacher 30 a year.



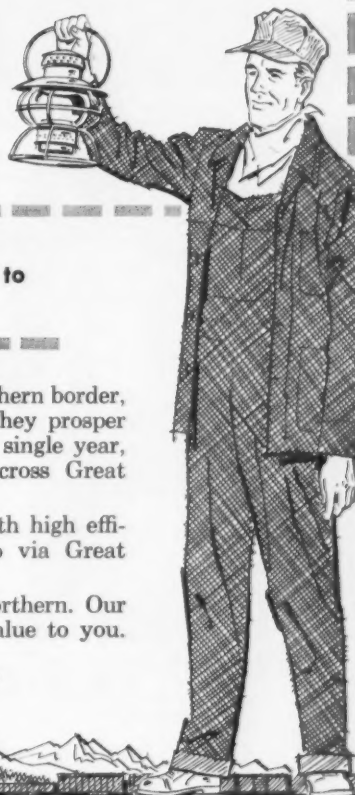
BEEF ground from cattle we carry would make 1,000,000,000 hamburgers.



SUGAR BEETS for the sugar to make 415,000,000 pounds of candy.



CANNED GOODS we carry would load a train 12,120 cars long.



GREAT NORTHERN carried food consumers last year, too . . . lots of 'em! Total passenger miles: equal to five times the distance to the sun.

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AND CANADA



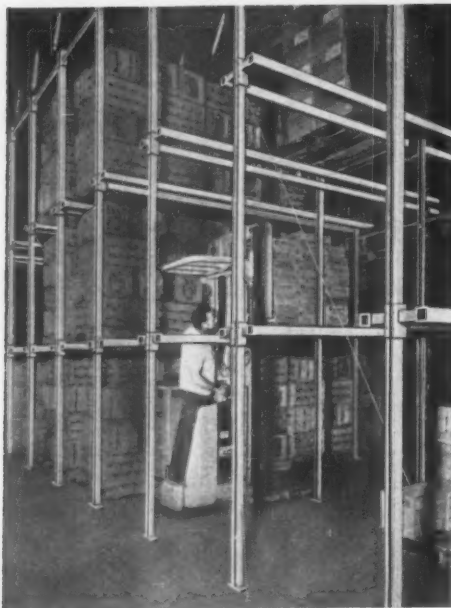
Across the row of states that form our nation's northern border, farmers grow far more food than they can eat. They prosper by moving this tasty abundance to market. In a single year, 25,000,000 tons of good things to eat move across Great Northern rails on their way to your table.

This vital job is one we know how to do with high efficiency and speed. That's why people who ship via Great Northern keep coming back again and again.

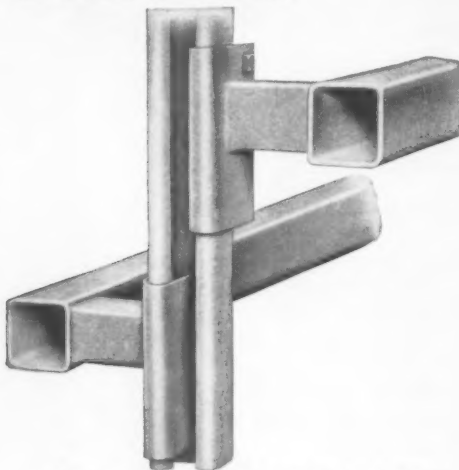
If you have food to ship, consider Great Northern. Our experience in this specialty may be of distinct value to you.

Write: G. D. Johnson, General Freight Traffic Manager,
Great Northern Railway, St. Paul 1, Minnesota

American Drive-In or Drive-Thru STORAGE RACKS



Any fork truck can drive directly into storage area to load or unload, the American way.



Sturdy, load-carrying stringers are made of rugged square tubing from one end of a row to the other.

make non-productive

AISLE SPACE

productive storage space

Cut storage labor cost — get more storage space for your dollar — by going American. American "Drive-Thru" Racks are open at both ends for trucks to travel all the way through, giving fast, efficient, first-in, first-out load handling. American "Drive-In" Racks can be used against wall for maximum space saving, or can be spaced from wall so trucks can enter from either end. American Racks are designed to meet mass storage problems. American, trigger-quick, slide-n-lock stringers make adjustability an easy matter. Write today . . . let us tell you more about how you can make non-productive aisle space productive storage space.



send for literature

AMERICAN METAL PRODUCTS COMPANY

STORAGE RACK DIVISION

5959 Linsdale Ave. **amp**® Detroit 4, Michigan

Circle No. 15 on Card, Facing Page 51, for more information

A New Look at Lading Damage . . .

(Continued from Page 41)

Bracing only the top layer against longitudinal shift suggests some important advantages. In a two-layer load, for example, crossmembers to divide the

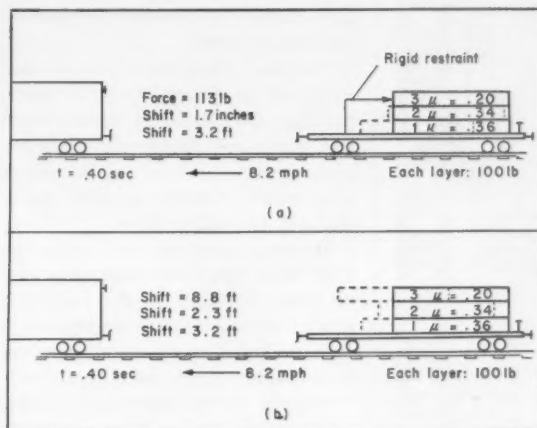


Fig. 5—Displacement with and without rigid restraint

upper layer at intervals would immediately restrict any shift of the lower layer. In a three-layer load, dividers of sufficient width could hold Layers 2 and 3 in place and, under most conditions, the bottom layer would still be adequately protected.

With any packaged freight, a further advantage of rigid top layer restraints is that they counteract or minimize any tendency of a column of freight to overturn.

The longitudinal shift of a single loose piece of freight as a result of switching impact has already been demonstrated. This movement represents the release of kinetic energy possessed by the package prior to the impact. The force which opposes the motion of the package on the car floor in such a situation is defined by the equation

$$F = \mu N$$

which means that the retarding frictional force cannot exceed the product of the coefficient of kinetic friction times the weight of the package.

If the strapping method shown in Fig. 6 increases the frictional force sufficiently, there will be no shift as a result of coupling collision. The kinetic energy of the package remains unchanged while the opposing force is increased by the downward pressure of the strap.

The same method of strapping down a double-layer load may or may not afford protection. If the coefficient of kinetic friction between the two layers is less than at the floor level, longitudinal displacement of the bottom layer will be inhibited by the perpendicular force of the strap. On the other hand, if the two coefficients are equal, then the strap will have no restraining action on the lower layer.

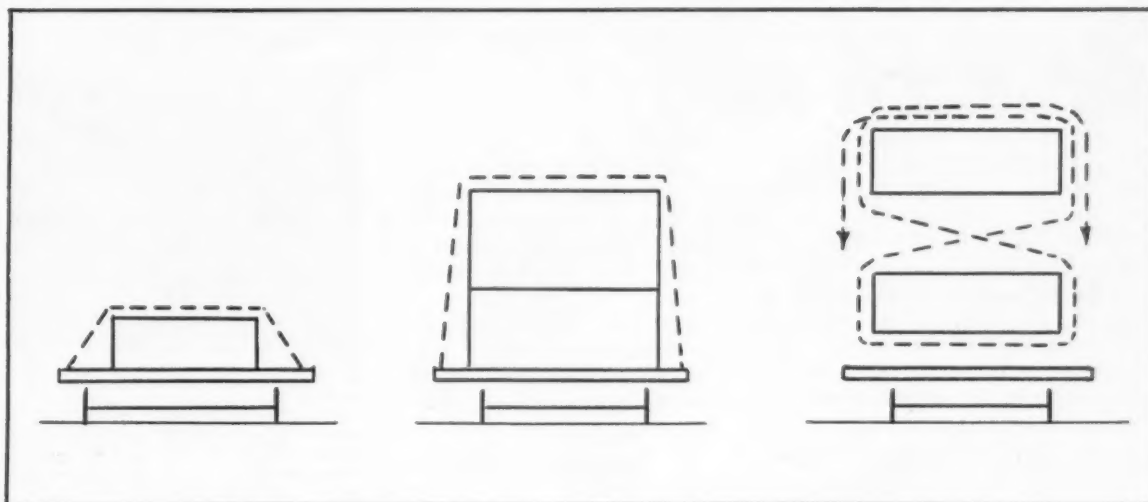
Fig. 8 suggests a more effective method of tying down a double-layer load, with frictional force increased by winding the strap around both packages. Many variations of this method are applicable to commercial practice.●

(Resume Reading on Page 42)

Fig. 6—End of car shows one layer strapped down, increasing friction

Fig. 7—This strapping of two-layer load may not hold lower layer

Fig. 8—Winding the strap around both packages increases security



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for greater capacity

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The film strip shows some engineered features that contribute to the greater strength of Deluxe steel shelving. With patented boltless shelf brackets, it is fast to assemble, fast to rearrange. Call your local Deluxe dealer for details or write us for new Deluxe shelving catalog No. 284.

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DM-36-51

Circle No. 16 on Card, Facing Page 51, for more information

... Damage

(Continued from Page 37)

tions. More than 20 per cent replied.

The questions asked were:

Do you consider loss and damage claims a serious problem to your industry?

Do you have any educational program to acquaint your membership with how to reduce loss and damage? Research? Discussion groups at annual or other meetings? Member service materials on the subject?

Do your members seek information from their regional shippers' advisory boards? Traffic or transportation associations and groups?

Would you recommend cooperation among your membership to overcome these mutual problems and permit them to be surveyed for case histories and success stories?

What do you think is a good approach to overcoming industrial delinquency?

Here is a quotation from the letter which accompanied the questionnaire:

"How much do your members lose dollarwise from loss and damage in the physical distribution and transportation of their goods to markets in the course of a year?

"Probably a small fortune is lost in sales, impaired customer relations, and upset manufacturing schedules.

Built-In Dunnage Tests



General Electric Appliance Park Operation has been experimenting with "device" cars for over a year. Shown here is a carload of appliances held in position with a Tri-Belt system. A thousand device cars are being used for the test

"... It is predicted that 1958 will have the dubious distinction of setting an all-time high in loss and damage claims.

"For over 25 years, I have been watching this deplorable state of affairs mount. When I was president of the American Warehouseman's Association, it was brought even closer to me. As an active owner of warehouses serving industry, I have everyday occasion to see at first-hand the condition of incoming merchandise as it is unloaded and the loss and damage claims that are filed. I think it's time we sounded the alarm, and then heed it.

"Certainly, the carriers need to take stronger preventive measures against loss and damage. Industry, too, must re-examine its shipping practices and guard against careless packaging, poor labelling and the many other factors that contribute to the story of 'Industrial Delinquency.'"

A few of the comments received in the survey are published on Page 36.

Any survey is not worth its salt unless it points out definite conclusions. I would say from the replies that the conclusion is simply this:

Many outstanding trade associations are eager to be helpful to their memberships in reducing loss and damage claims. Why not, then, work through your own association for the good of your own industry and ultimately for the good of your

(Please Turn Page)

High Stacking



Independent Pier Co., Philadelphia, high stacks awkward loads in storage areas with a fleet of 35 Towmotor fork lifts. The trucks handle steel straps and a variety of other products

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the widest choice of floor trucks in the world can cut your costs!

For regular or "special" design floor trucks it pays to talk to Nutting first. Here's why: no other company makes more models, sizes or combinations of equipment than Nutting. Many times items which you may find listed as "specials" with other makes are regular equipment in Nutting's complete line. As a result you get "custom built" trucks at production line prices. You not only get overall lower prices; you also get the benefit of 68 years of experience, design "know-how" and modern manufacturing skills. To save valuable hours of your time and get the right equipment for your plant, talk to a Nutting representative first, for all your floor truck needs!

Nutting makes over 1000 products, here are just 16 of them



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Wagon trucks up to 10,000 lbs. capacity



All types of dollies for boxes & cases



For sub-floor & overhead drag lines



Trailers — up to 7,000 lbs. capacity



CASTERS — all types



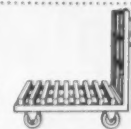
Shelf and tray trucks



2 wheelers for freight



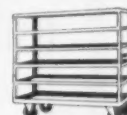
Steel & aluminum frames for cases & cartons



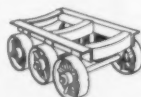
Drag line trucks & trailers for palletless handling



Non-tilt platforms — Wood & steel frames



Shelf trucks for sub-assemblies



Dollies for cylindrical & odd shaped items



Triform & box trucks for packages & bundles



"Auto-Load" barrel & drum trucks



Tilt style platforms — Wood & steel frames

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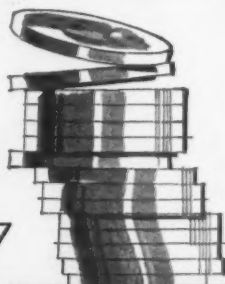
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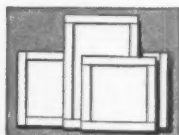
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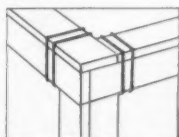
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Circle No. 18 on Card, Facing Page 51, for more information

... Damage

(Continued from Preceding Page)

own business. In concert, with the strength of unity, you can do much toward reducing loss and damage claims.

Your action will be a giant step forward in overcoming industrial delinquency. Don't let your industry be the weak link in the distribution chain.

While many noteworthy achievements have been made by trade associations, one project has been outstanding. This was undertaken by the National Institutional Wholesale Grocers Association. The NIWGA already has distributed nearly 8000 copies of a manual dealing with the Bonded Block Method of Loading. The manual says, in part:

"We of the Institutional Grocery Industry are endeavoring to merchandise canned food products in near perfect condition, therefore, we are asking you as canners to join us in the program.

"The car preparation and loading procedures shown herein are basic and when applied, have been very effective in obtaining the needed results.

"Our industry in a unified effort can minimize loss and damage to our products and merchandise canned foods as our customers desire, near perfect.

"Good order delivery of commodities in cans and glass in fibre-board containers depends mainly upon two factors, (1) the use of good quality, tight fitting containers, securely and squarely sealed, and (2) loading by the BONDED BLOCK METHOD.

"The BONDED BLOCK METHOD of loading is flexible and can be used to load all rectangular containers in cars of different widths and lengths. Two basic patterns for loading by the BONDED BLOCK METHOD are illustrated" on Page 37.

Let us give thought to launching an all-out campaign against damage with the same fervor that we approach the fight to prevent forest fires or a campaign to stamp out dread disease. ●

(Resume Reading on Page 38)

DISTRIBUTION AGE

NFWA . . .

(Continued from Page 55)

245. This law was designed to permit the use of commercial facilities for the storage of household goods belonging to servicemen.

The meeting closed with election of officers. J. W. C. Wright, Jr., was elected president. Wright, who is president of Globe Storage Co., Inc., succeeds Daniel P. Bryant, president of Bekins Van & Storage.

Vice presidents are Martin Santini, of Santini Brothers; Kermyt Callahan, of John E. Withers Transfer & Storage Co.; Joseph A. Hollander, Hollander Storage & Moving Co., Inc.; and Harold J. Blaine, Lyon Van & Storage Co.

R. W. Fernstrom, of Fernstrom Storage & Van Co., was elected secretary. George A. Julin, of Werner-Kennelly Co., Inc., was elected treasurer. ●

(Resume Reading on Page 56)

. . . Driver's Seat

(Continued from Page 62)

fitness, driver experience, intelligence, education, attitude and financial habits. These are some of the factors that will affect your decision.

Generally, the minimum and maximum limits for new drivers are between 21 and 40 years of age. The ideal age is between 25 and 30. Some firms are reluctant to hire a man over 30 unless he is a sound physical specimen and measures up well to all other requirements.

Youthful drivers are inclined to have more accidents than older drivers. This is attributed to their immaturity. Men under 25 years and especially those under 21 are not considered good accident risks. Fleet operators should take special pains in analyzing the qualifications of applicants under 25 years of age and accept only those who evidence a mature, stable personality.

Generally there should be limitations on the stature of a driver. Very short drivers should have difficulty in reaching and manipulating driving controls. Short drivers and overly fat drivers are not as dexterous in turning or backing a vehicle and the added effort necessary for them to perform contributes to a general state of fatigue.

Nervousness and clumsiness in an applicant are thought to be indications and causes of accident proneness. A record of epilepsy or dizzy spells should be sufficient cause for rejection. Blood pressure should be within reasonable limits. Applicants with bad hearts, poor eyes, and inadequate hearing are not likely to make good drivers.

What a man has done in the past is a good indication of what he can do in the future. Type of previous driving experience is important. You should try to obtain

(Please Turn Page)



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NORWALK, OHIO**

... Driver's Seat

(Continued from Preceding Page)

drivers with experience in handling vehicles of the type he will drive.

Individuals who have a record of repeated accidents should not be hired. They are likely to continue having accidents at the old rate.

While it is important, skill alone does not insure safety in driving. Actual driving skill cannot be successfully measured in a laboratory test. Ample time should be allowed for road tests.

Two general type of road tests can be used. The driving range is best for training purposes, especially for beginners. The range provides normal roadway features but without the hazards of traffic.

A standard road test permits observing and rating the driver under actual driving conditions. It is used to determine his general attitude, and detect his unsafe driving habits. However, road tests have limitations. They do not measure the driver in complex traffic conditions or dangerous road situations. They make no allowance for

the emotional state of the applicant.

Formal education is thought to have little bearing on an applicant's potential ability as a driver. Most firms, however, have minimum educational requirements. As with intelligence, middle ranges of educational qualifications are most desirable. Highly educated employees do not always make good drivers.

Knowledge of driving principles and practices are important to the safe operation of a motor vehicle. However, the mere knowledge of traffic rules and regulations is no guarantee that they will be faithfully observed. Observance of regulations depends primarily upon the attitudes with which they are regarded.

Proper attitudes are essential. A driver may possess the necessary skills and knowledge for safe driving and yet be involved in accidents. If he fails to appreciate the relationship between his behavior and the safety of others, if he drives in a mental state of disregard, selfishness and indifference, he can readily become involved in situations that are dangerous.

Dissatisfied, timid, naturally troublesome or otherwise temperamentally unstable individuals usually do not make good drivers. The irresponsible type of worker who seeks a job without the desire to render his best services, should not be employed.

Some firms will not hire single men. Experience has shown that married men are more settled and dependable as drivers. However, domestic troubles can make the married man a bad risk.

A man's financial habits may be an important index to his suitability. A man continually in financial hot water may be accident prone because of constant preoccupation with personal worries.

Home ownership is an important indication of stability. The applicant who has, or is buying a home will work more regularly and with more care than one who has no investment to protect.

Universal Language



International air cargo ignores the limitations of language and tells its story on cargo labels in picture symbols. The three "fragile" labels shown at top of photograph illustrate evolution of cargo label from words to pictures. Bottom (left) is "perishable" label, and (right) new two-arrow label which indicates "up"

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Circle No. 19 on Card, Facing Page 51

APRIL 1959

Labor turnover is an outstanding cause of inefficiency and high accident frequency and its avoidance deserves much attention.

There are two main causes of labor turnover. One consists of personal reasons, the other is based on dissatisfaction with the job. The following are among the personal reasons and they generally are difficult to cope with: More attractive offers, job with more pay, better hours, and a better future. Family conditions such as sickness at home and financial difficulties and living conditions such as distance from work, transportation difficulties, and inability to find living quarters are other factors.

The company or the supervisor generally can do something about the cause of turnover in the other group based on dissatisfaction with the job. Dissatisfaction with wages or some related factor, and working conditions, including condition of facilities and surroundings are causes for turnover.

The most elaborate selection procedure will still yield a poor type of employee if only applicants of a generally low caliber apply for work and you choose the "best of the lot."

Effort should be made to attract an adequate number of well-qualified persons to apply for employment. Advertisements in local newspapers stressing the advantages of employment as a driver have attracted more desirable candidates in some areas.

Most of the labor union agreements contain a validating rule which states that the applications of new employees shall be approved or disapproved within a certain period of time. Generally, after the validating period expires, whether it be for 30, 60 or 90 days, you will need good and sufficient cause and formal investigation to dismiss a new employee found unsatisfactory.

Employing officers should take advantage of the validating rule, if it is in their agreement, and dismiss from service within the time allowed those who do not measure up to minimum requirements. This is a very important factor in the procedure of positive driver selection. ●

(Resume Reading on Page 64)

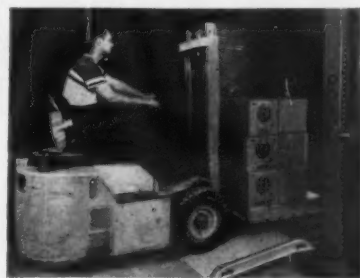
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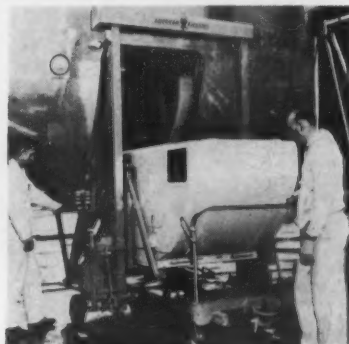
Circle No. 21 on Card, Facing Page 51

Over-the-Road Trucker Award



Receiving the 1958 "Safest in the Nation Over-the-Road Trucker Award" from A. R. Hauck (left), safety director of Transportation Underwriters, Inc., is H. L. Shiley, driver for the Western Express Co., Cleveland, Ohio. John W. DeVenne, president of Western looks on

Baggage Expediter



A new baggage expediter system is being used with a Boeing 707 jet flagship that American Airlines is placing into service. Only two operators are needed to load and unload

Chuting the News . . .

(Continued from Page 31)

Club Briefs

A fork truck rodeo will be held in May under the sponsorship of the Delaware Valley Chapter, American Materials Handling Society.

The Women's Traffic Club of Chi-

cago will host the Central States Women's Traffic Conference to be held May 1-3 in Chicago.

The Ohio State Industrial Traffic League Annual Meeting and Board of Directors session was held April 8-9 at the Commodore Perry Hotel, Toledo, Ohio.

"Frontiers in Freight Transportation" is the theme of this year's Annual Southwestern Transportation Round-Up Conference sponsored by the Houston Chapter of Delta Nu Alpha Transportation Fraternity, May 18-19.

Robert Jones of NOPCO Chemical Co., addressed an April meeting of the Eastern Div., Industrial Packaging and Materials Handling Engineers, Hillside, N. J.

The Traffic Club of Racine, Wis., is helping to sponsor Transportation Week activities May 10-16.

A panel discussion on the "Threat of the Seaway and the Port of New York" was held at the Traffic Club of New York recently.

Lum of the Lum and Abner comedy team addressed the Traffic Club of Houston recently.

The Trans-Missouri-Kansas Shippers Board held its 37th Annual Meeting recently.

Vendor Night is one of the festive occasions scheduled for May by the Philadelphia Regional Div. of the Society of Industrial Packaging and Materials Handling Engineers.

The Indianapolis Chapter of Delta Nu Alpha recently toured the new Kroger Co. facilities in Indianapolis.

Motor-Rail matrimony was discus-



people spell the difference!

P-I-E has the most modern equipment in the world. But no one machine is half so important as the man or woman who brings it alive. It takes the will of a man—the desire and determination to "deliver the goods . . . in good shape, in good time!" From the voice on the phone, to the hand at the wheel —"People Spell The Difference at P-I-E!"



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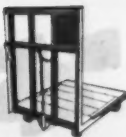
Positive locking mechanism. The connecting pin on the jack is guided surely to the skid socket with ease, even in the dark.



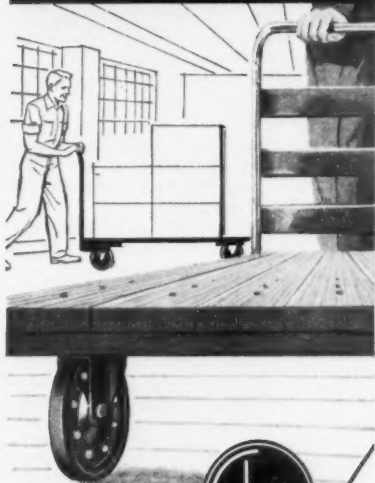
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Circle No. 22 on Card, Facing Page 51

APRIL 1959



One-Man Trolley Unloader



This rope-operated man trolley unloader for either ships or barges is one of two in operation at the Greater Baton Rouge Port Commission's industrial terminal recently opened on the Mississippi River at Burnside, La. They will handle bauxite

sed at a recent meeting of the Louisville, Ky., Chapter, Delta Nu Alpha. The Motor City Traffic Club of Detroit held its annual Past Presidents Dinner at the Wolverine Hotel recently.

The Traffic Club of Syracuse recently enjoyed a talk by Joseph Boylan, director of market research, New York Central System, who spoke on the St. Lawrence Seaway.

The Traffic Club of Brooklyn elected recently: Melvin Boher, president; Stephen Lavrenchuk, first vice president; William A. McGee, second vice president; Raymond A. Perretta, secretary; and Richard George, treasurer.

The St. Louis Chapter of the American Materials Handling Society, Inc., recently held a two-day seminar on materials handling standards.

(Please Turn Page)

Loading Light Flips



This loading dock light is pulled down by hook and flipped under the roof of a freight car. Eliminating any need for cords and cables, the fixture gives more efficient overhead illumination and will flip out of car by spring action if car is set in motion. It is in use at the new Wabash Railroad Chicago terminal

Ship chemical products

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Crane Operator Flies Blind



Windows could be blacked out completely in the control cab of this Matson Navigation Co. gantry crane, yet the operator could load or unload ship cargo containers accurately. The concept, developed by Rundel Electric Co., Millbrae, Calif., embodies use of magnetic amplifiers and control devices with no moving parts or electronic tubes to make possible rapid stops, starts despite container size and weight. Crane is dock-mounted

Achievement Award



Accepting Branch Motor Express Co.'s "Outstanding Achievement" Award for safe, claim-free shipping are (left) Meyer J. Butensky, president, and (right) Dan Gusaeff, claim agent. Making the presentation is Robert Barr (center), regional vice president of Liberty Mutual Insurance Co.

Chuting the News...

(Continued from Preceding Page)

News Briefs

The need to establish professional status for the materials handling consulting profession has led to the establishment of the Assn. of Professional Material Handling Consultants. Information on this Association is available from Irving M. Footlik, of Irving M. Footlik & Associates, Skokie, Ill.

The ICC has approved the purchase of Union Freightways by Pacific Intermountain Express. The merger will provide a single-line service between present P.I.E. points in the Western states and Union points in Nebraska, Iowa, and Minnesota.

A general purpose cargo facility will be built on the Presque Isle Site of the Toledo-Lucas County Port Authority. Toledo Overseas Terminals, Inc., a corporation owned jointly by Oglebay Norton Co. and Lavino Shipping Co., will operate it.

American Export Lines and the Federal Maritime Board have signed a \$44-million contract for the construction of four cargo ships.

The Los Angeles Board of Harbor Commissioners has awarded contracts for construction of a \$800,000 passenger-cargo terminal.

More than 100 commanding officers and administrators of U. S. Navy supply bases attended a recent conference at Mechanicsburg, Pa. The first conference of its kind, it discussed the service's future supply program.

Spector Freight System, Inc., reports that 1958 was its safest year of highway driving. Its vehicles traveled close to 60 million highway miles with only one accident for every 139,600 miles.

Great Southern Trucking Co. is building a \$90,000 terminal at Tallahassee.

A glass container plant will be erected by Owens-Illinois Glass Co. on the Inner Harbor Industrial Canal in New Orleans.

The Union Pacific has placed orders for 1400 new high-speed freight cars. The order includes 800 plug-door boxcars, 200 insulated boxcars, and 100 covered hopper cars.

Oldsmobile is building a new \$7.5-million warehouse at Lansing, Mich.

New Tank Car



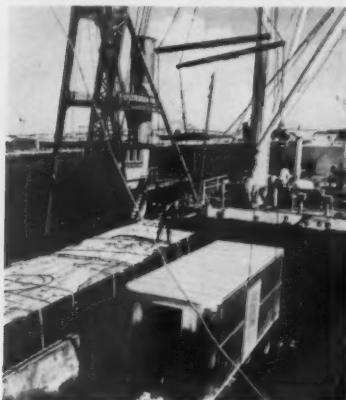
This 20,000-gal capacity tank car was unveiled recently by North American Car Corp. to permit shipper to cut bulk shipping costs. The car is domeless and can be equipped with coils and insulated. It is 55-ft long

New Cargo Service



Inaugurating its New York-Rome-Bombay cargo service recently, Alitalia Airlines sent a drive assembly for a 1957 Chevrolet and 79 bottles of vaccine. The shipment was for the Rockefeller Foundation's offices in Puna, India.

Trailers Help Needy Children



Trailmobile trailers for the United Nations International Children's Emergency Fund are shown being loaded aboard ship destined for Iran. The trailers are insulated to protect shipments of fresh milk to children in remote regions of southwest Asia.

Sioux City and New Orleans Barge Lines, Inc., of Houston, Texas, recently received the first of 12 jumbo covered hopper barges from the Dravo Corp., Pittsburgh. The barges will be 195-ft long, 35-ft wide, and 11-ft deep.

Truck trailers are rolling onto Southern Pacific flatcars in Oakland, Calif., since the railroad opened new piggy-back facilities at the West Oakland yards. East Bay shippers had formerly used ramps at Richmond and Mulford.

Fifty-five line drivers with Interstate Motor Lines, Inc. have the distinction of having driven two million miles without an accident.

ACF Industries, under a new plan to provide rail cars on a net lease basis, has entered into an agreement with the Pennsylvania Railroad. The PRR will purchase 2000 open hoppers outright and will acquire 2000 more under the leasing arrangement.

A \$1,500,000 equipment modernization program has been started by Johnson Motor Lines, Inc. The initial phase includes purchase of 155 trailers and 33 new tilt-cab pickup trucks.

Consolidated Freightways, Inc., is purchasing all outstanding stock of Construction Transport, Ltd., of Honolulu, Hawaii.

North American Car Corp. has established two new divisions. They are the Terminal Services Div. and the Alexander Chemical Div. Both divisions are rooted in the former Alexander Chemical Corp., which was acquired by North American in January.

Sylvania Electric Products, Inc., will build a 45,000 sq ft distribution center in the Shirley Industrial District, Fairfax County, Va.

Deliveries of new freight cars totaled 2486 in February. The January total was 1940 while in February a year ago 5316 were delivered, the American Railway Car Institute reports.

(Please Turn Page)

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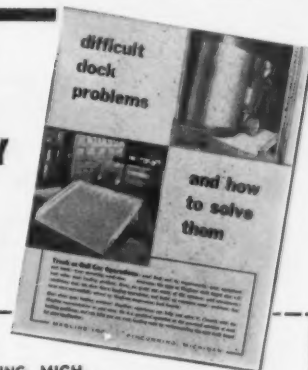
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APRIL 1959

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WAREHOUSEMEN'S
ASSOCIATION**
Merchandise Division
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Chuting the News...

(Continued from Preceding Page)

Ocean Transport Institute

The American University's 12th Institute on Ocean Transportation and Port Operation will be held in Washington, D. C., May 5-15. The program will have two main divisions. One will deal with the economic and business factors in shipping. The second will take up government-shipping relations. Among the speakers will be C. William Drake, president, Lehigh Warehouse and Transportation Co., Newark; Jerome Kohlberg, president, Kane Import Corp., New York; and Ralph E. Casey, president, American Merchant Marine Institute, New York.

NPSA Conference Meet in D.C.

The National Conference of Non-Profit Shipping Assns. held its Annual Meeting in Washington, D. C., recently.

One of the speakers who addressed the gathering was David I. Mackie, chairman, Eastern Railroads Presidents Conference.

Mackie pointed out that the nation's railroads are making "earnest attempts" to help themselves, and that the 1958 Transportation Act opened the door to equality of competitive opportunity.

—DA—

New Document Proposed

A move to simplify paper work on small shipments has been endorsed by the Western Traffic Conference and the Transportation Committee on Practices and Procedures. The change would create a single document to serve as both a bill of lading and a freight bill. Agreement also was reached on adjustment of charges on both prepaid and collect ltl shipments, and on setting up a simplified form of charges for this traffic.

—DA—

An epoch-making step in the simplification of railway accounting took place recently in Chicago. The settlement of interline freight accounts between three major railroads—Illinois Central, Union Pacific, and Southern—was effected through a simple exchange of magnetic tapes. The procedure was made possible by the compatibility of data processing.

—DA—

Defense Transport Day

May 15 will be National Defense Transportation Day. In proclaiming the day, President Eisenhower urged the participation of the transportation industry, the armed forces and the general public.

(Resume Reading on Page 32)



one step ahead

Maybe it's the young lady's Polynesian papa who is one step ahead... it's a cinch someone is... but who's going to service that machine for our progressive family when it starts acting up?

It's nice to be progressive... and it's even nicer when there's someone else who is equally advanced to take care of your progressive needs.

Your one step ahead Global Van Lines agent does just that for today's modern business firms.

He's a capable, experienced moving and storage specialist. He can save your company time and money when you plan a personnel move or are shipping delicate equipment.

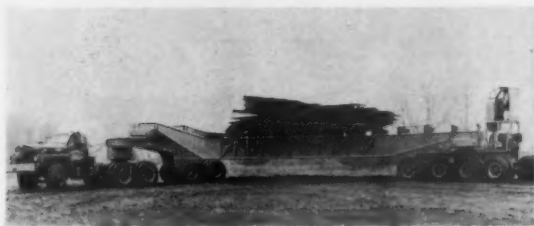
Give him a call.

GLOBAL VAN LINES, INC.

WORLD WIDE MOVERS

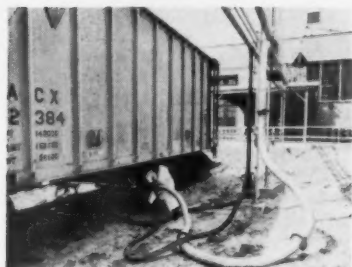


Spanish Transformer Trailer



A 66-ft trailer with 32 tires, dual steering, two-way telephone between front and rear drivers, has been built for moving electric transformers in Spain. Sold by the Export Div., Trailmobile, Inc., the trailer will be used for hauling transformers weighing up to 150 tons

Airslide Cars



Airslide cars with special interior paint have been developed by General American Transportation Corp., for shipping geon vinyl resin. The cars are being used to deliver Geon from B. F. Goodrich Chemical Co., to the Ford Motor Co., Mt. Clemens, Mich.

Thruway Test Runs



First "double-bottom" motor freight shipments on the New York Thruway are being tested by six carriers. Spector Freight System, Inc., Chicago, under its present operation uses a standard trailer in the rear and a front unit consisting of two 17-ft containers on a 35-ft chassis. Begun recently, the tests are scheduled for a six-month period

New Terminal



Gateway Transportation Co., La Crosse, Wis., recently opened a new terminal in St. Paul, Minn. The building is laid out in three units, consisting of a main warehouse and 46-door dock building with an attached air conditioned office. Two-way radios are part of 27 of the firm's city units

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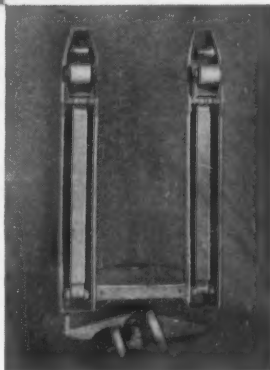


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OVER-ALL

- Hand-operated $4\frac{1}{2}$ " lift in only 3 strokes
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Still only \$358



Capacities: 2200, 2500, 4400 lbs.
Skid adaptors and/or brake optional. Available in all standard fork lengths with full variety of wheels to fit every requirement. Write for full information.

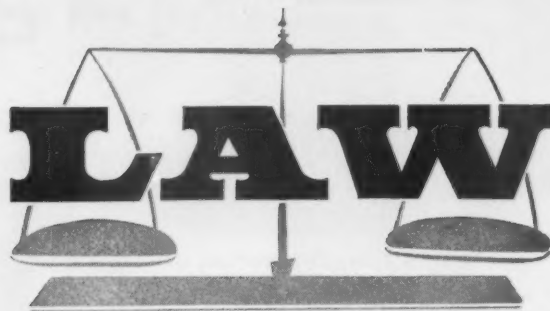
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Circle No. 25 on Card, Facing Page 51, for more information

Within the



By Leo T. Parker Legal Consultant, Distribution Age

WAREHOUSING

Under what conditions can a warehouseman expect to collect storage charges in advance?

According to a new higher court decision a warehouseman cannot expect to collect monthly storage charges in advance unless the storage contract or receipt contains a clause to this effect.

Also, this higher court held that failure of a warehouseman to keep his promise to insure stored goods against fire loss, positively results in his liability irrespective of whether the fire was caused by his negligence.

For illustration, in *T— v. V—* L— v. G—, 313 S. W. (2d) 922, Texas, the testimony showed facts, as follows: While watching a television program Mr. and Mrs. G— saw an advertisement of T— V— L— offering a "Summer Special"—three months' storage of goods for the price of two months' storage. As they were about to go to Colorado for a three months' stay, they contacted T— V— L— and a representative of the warehouse came out to the G—'s house. The representative discussed the storing of the furniture for three months and made an estimate of the cost including insurance coverage. The representative could not give the exact cost of all the services to be rendered, which included drayage, wrapping of many items for storage, labor in some of the wrapping, and procuring insurance coverage as well as storage. He could only give G— an estimate of the cost, but he assured him, according to the testimony of the G—, that the total cost for three months would not be over \$50.

The G— decided to store their furniture with T— V— L—. Soon afterward the company's truck picked up the furniture. That same day the G— departed for Colorado. When they returned home they learned that a fire had occurred the day before. Their furniture was de-

stroyed but had not been covered by insurance.

G— sued the warehouse company for negligence and alleged the value of their furniture to be \$2,138.50, for which amount he asked judgment. In the alternative he asked for judgment for \$1000 for breach of contract, alleging that the company's agent had contracted with them to obtain insurance coverage in that amount and had failed to do so.

The lower court held that the fire was not caused by negligence of the warehouse company but nevertheless held it liable to G— for \$1000 because the warehouse company had breached its agent's promise and agreement to obtain insurance on the goods in this amount.

The higher court upheld the lower court's verdict, and said:

"Appellant (T— V— L—) argues that appellee (G—) failed to prove a contract for insurance coverage. But the record contains ample evidence to support a finding that part of appellant's contract was to provide insurance. The G— so testified."

It is important to note that an argument was presented to the court by the T— V— L— to the effect that the charges were payable each month in advance, that credit had not been extended to G—, and that G—'s failure to pay the charges when due relieved the warehouse company of the obligation to maintain insurance.

The higher court refused to agree with this argument, saying:

"We are unable to agree with appellant (T— V— L—) . . . The record shows G— discussed payment only with the truck driver, who was not authorized to collect, not with the warehouse representative, who first called at the G—'s residence."

This court went on to explain that if the warehouse company expected G— to pay the storage charges in advance the storage contract or warehouse receipt should have definitely so provided.

If two litigants give contradictory testimony, how will the court decide the issue?

The jury will decide whose testimony is truthful, and the higher court will merely approve the jury's decision.

In *W— v. V— P— H—*, 90 N. W. (2d) 586, Wisconsin, the higher court upheld a jury's verdict rendered in the face of contradictory testimony.

A man, named W—, rented his warehouse by an oral agreement to the V— P— H—. A portion of the warehouse building was remodeled into an office. Other changes were made in the building to fit it for use by the V— P— H—. W— testified that the agreed rental to be paid him was \$600 if the V— P— H— occupied the building for only the 1956 season. Or \$100 per month if it occupied the warehouse longer. The V— P— H— only occupied the warehouse building during the 1956 season.

During the trial one G—, who had represented the V— P— H—, testified that there was no agreement or promise to pay W— \$600 per month rental but that the agreed rental was \$100 per month.

The jury listened to this contradictory testimony. Then it rendered a judgment for W—: the V— P— H— was ordered to pay W— \$600 per month rental. The V— P— H— appealed to the higher court which promptly approved the jury's verdict. The court said:

"It was within the province of the jury to believe W— and disbelieve G—."

The same rule of law is applicable to criminal prosecutions. If a jury definitely decides that an accused is guilty, the higher court generally will approve its verdict.

In *S— v. S—*, 90 N. W. (2d) 340, Nebraska, it was shown that a jury held one S— guilty of entering a warehouse building and at-

tempting to steal certain personal property of value.

S— appealed to the higher court contending that the evidence did not prove that he was guilty beyond a reasonable doubt. However, the higher court upheld the jury's verdict. The court said:

"It is the province of the jury to determine the circumstances surrounding, and which shed light upon, the alleged crime The law does not require the jury to acquit because of evidence which, if believed, would establish facts consistent with innocence, but which evidence the jury is justified in disbelieving."

If an employe is injured as a result of his own negligence, who pays damages?

The law in all states is very well established that if an employe is injured as a result of his own negligence, he cannot recover damages from his employer.

In B— v. H—, 82 N. W. (2d) 615, Minnesota, the testimony showed that a warehouse employe took an elevator to the third floor to look for some transformers. He was familiar with the elevator and had used it many times in the past. Sometime later the employe stepped into the elevator shaft. He fell to the bottom and sustained severe injuries.

The employe testified that he thought the elevator was at his floor level. The Supreme Court refused to award any damages to the injured employe. It said that where the employe was familiar with the building and with features and operation of elevator, and he stepped forward without bothering to know that the elevator was not at this floor, the employe was contributorily negligent. He could not recover damages for a fall down the elevator shaft. This court said:

"Here we have a situation where the plaintiff (employe) was familiar with the building and with the features and operation of the elevator His (employe) failure to look or take other precautionary measures before he stepped after raising the gate require us to hold that plaintiff (employe) was contributorily negligent."

What liability limitations are warehousemen entitled to, are they comparable to a carrier's?

A higher court has rendered an outstanding decision which will now enable many warehousemen to claim limited liability for lost, stolen and destroyed stored merchandise. This higher court in effect held that a bailee, as a warehouseman, is entitled to exactly the same liability limitations held by carriers and other bailees whose goods he stores or places in the warehouse for safekeeping.

In J. B. E— Co. v. 34th S— G—, 148 N. E. (2d) 883, New York, the testimony showed facts, as follows: The plaintiff is a local city expressman engaged in the business of picking up merchandise from various shippers for delivery to connecting carriers for transportation to points outside the city under contracts limiting the J. B. E— Co.'s liability to \$50 for each shipment. In the late afternoon of March 19, the express company picked up 55 packages from six different shippers. Being too late in the day to make delivery to the carrier's terminals, the express company stored the truck and contents in a public garage for the night. While thus stored, its contents disappeared. The express company then sued the garage owner on "behalf of the owners of the goods as bailee of the cargo." In other words, the express company sued the garage owner for full value of the stolen merchandise amounting to \$4,115.16.

The garage owner defended the suit on the plea that the \$50 liability limitation applied to him. First, because the shippers knew that the express company frequently stored its motor truck, with the contents, over night in public garages. Second, he, the garage owner, was an implied agent of the express company in caring for and safeguarding the shipments of merchandise.

It is interesting to observe that the higher court held that the \$50 limitation clause in contracts between the express company and the shippers applied to the garage owner whereby he need not pay to the shippers more than \$50 per package. This court said:

"The defendant garageman was not a stranger to the original bailment, but was in truth and fact the plaintiff's (J. B. E— Co.'s) chosen representative authorized to discharge for the time being their own responsibilities to the original bailor. Such being the fact, the garageman became an agent entitled to immunities of the principal which, in this instance, was the limited liability as fixed in the original shipping documents."

For comparison, see 61 Pac. (2d) 510; 177 So. 79; and 194 Atl. 772. These higher courts long ago established the law that a warehouseman cannot limit his liability except upon proof that he was not negligent, and there was "valid" consideration.

Also, see 62 S. W. (2d) 87. Here the higher court held that a warehouseman cannot by any contract relieve himself from liability for misdelivery of stored goods. Also, see 177 N. E. 364, where the court held a fire, theft and accident limitation clause void to relieve a warehouseman for his own negligence. And again see 47 Pac. (2d) 134.

See, also, A—, 134 So. 535. Here the owner of stored rugs signed a contract in which he relieved a warehouseman from all liability for moth

damage to the rugs. Notwithstanding this clause, the warehouseman was held liable for moth damage to the rugs resulting from the warehouseman's negligence. The court said:

"The special defense that the . . . warehouseman shall not be liable for damage by moths . . . must yield to proof that the moth infestation resulted from failure of the warehouseman to properly and reasonably care for the rugs."

Is the owner of a vehicle liable for unlawful acts of a bailee using the vehicle?

A late and leading higher court has held the owner of such a motor vehicle ordinarily is not liable nor responsible for unlawful acts of the bailee.

For illustration, in R— T— v. M— P—, 300 S. W. (2d) 262, the higher court held that the owner of a motor vehicle could not be held liable for fines enacted against a bailee who borrowed the vehicle or appropriated it for his own use.

This higher court went on to indicate that a bailee who borrows a motor vehicle by permission of a warehouseman is not a legal and lawful agent of the warehouseman and, hence, the warehouseman is not responsible for injurious acts committed by the bailee.

Can prosecution be avoided if one's name is incorrectly spelled on court documents?

According to a late higher court decision, the answer is no.

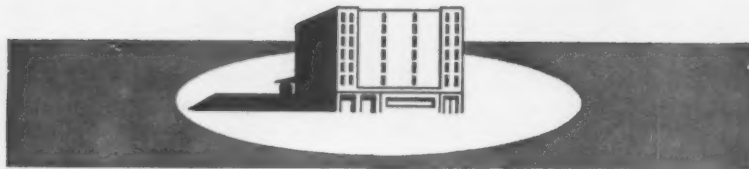
For example, in U— S— v. D—, 165 Fed. (2d) 668, it was shown that a man named "G— D—" was arrested by government agents for causing butter of the value of \$10,000 to be transported interstate, knowing it had been stolen. By mistake D—'s name in legal documents appeared as "G— K— K—". D—, nevertheless, was convicted by the lower court and heavily sentenced.

He appealed to the higher court on the contention that his conviction was illegal since his name was not correctly given on papers filed with the court. Nevertheless, the higher court upheld the conviction.

Can a warehouseman have a valid contract with the owner of stored goods against negligence?

The higher courts have consistently held that a warehouseman is liable for all losses resulting to owners of stored goods caused by negligence of the warehouseman or his employes. The fact that the warehouseman prints a clause on the warehouse receipt limiting his lawful liability does not relieve him from liability.

Warehouse SPOTLIGHT



Three Warehouses Figure in New Merger of Great Southwest Whse.

Dallas Transfer and Terminal Warehouse Co., and Interstate-Trinity Warehouse Co., have merged into Great Southwest Warehouse, Inc.

Great Southwest Distribution Center is the third principal. The newly-formed Great Southwest Warehouse, Inc., continues to operate in the present Dallas facilities of Dallas Transfer and Interstate-Trinity and will begin operation, this spring, of a new 200,000 sq ft warehouse.

It will be part of the Great Southwest Distribution Center at Great Southwest Industrial District.

Buffalo Terminal



National Terminal and Refrigerating Corp., subsidiary of National Terminals Corp., recently acquired a Buffalo, N. Y., structure for use as a public refrigerated warehouse. The plant, also equipped for dry storage, specializes in products which require temperature and humidity control.

Reprints of studies on the freezing and defrosting of cakes can be obtained from The Refrigeration Research Foundation, 12 North Meade Ave., Colorado Springs, Colo.

—DA—

ACRI to Meet May 3-6 in Va.

The Annual Meeting of the Air-Conditioning and Refrigeration Institute will take place May 3-6 in Hot Springs, Va. A full schedule of business meetings has been planned. The Board previously decided that all member companies be represented by their official representatives or alternates to vote on proposed changes.

—DA—

Nearly 6000 drivers have been enrolled in the Movers Conference of America's training program since the plan of improving safety, claims prevention, and customer relations was instituted in the fall of 1958.

—DA—

MWA Re-Elects Engel, Secretary

The Mover's and Warehousemen's Association of America re-elected Joseph W. Engel secretary at the organization's Annual Convention in Beverly Hills, Calif., recently.

Mover Takes World Survey

During a 60-second period recently, all operations of Neptune World-Wide Moving were halted so that employees of the company could report what they were doing, where they were doing it, and why and for whom.

The survey's purpose is to exhibit the company's scope of world-wide activity.

—DA—

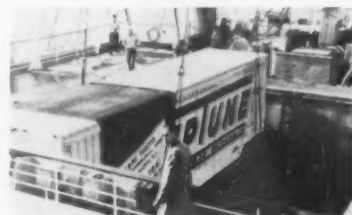
The Missouri Warehousemen's Assn. is opposing House Bill 455 that would require all Missouri public warehousemen who are subject to Section 415 of the Revised Statutes of Missouri, to submit a list before February 1, of each year, itemizing each warehouse receipt covering merchandise in their warehouses on January 1, with descriptions, quantities, and valuations of merchandise. The information would be submitted to local assessors for tax purposes.

—DA—

National Carloading Sold

Negotiations have been completed for the transfer of all the capital stock of National Carloading Corp. previously owned by the Erie Railroad. The sale was made to Chanslor-Western Oil and Development Co., subsidiary of the Santa Fe.

Typhoon Tracker Delivered



With a seagoing trailer traveling halfway around the world to Tokyo, Neptune World Wide Moving has recently made delivery of special electronic equipment used for tracking typhoons. The shipment was sent from Poughkeepsie, N. Y., to Tokyo via San Francisco.

Men in the Spot

Ralph T. Rolapp—elected president, California Moving and Storage Assn.

William S. Kutschbach—elected to serve second term as president, United Van Lines; Carroll D. Hurley—West Coast national sales representative.

Paul Revere Jones—appointed regional manager, Wilmington, Del., North American Van Lines.

Sol Orloff—appointed sales manager, Central Terminal Warehouse, Cleveland, Ohio.

—DA—

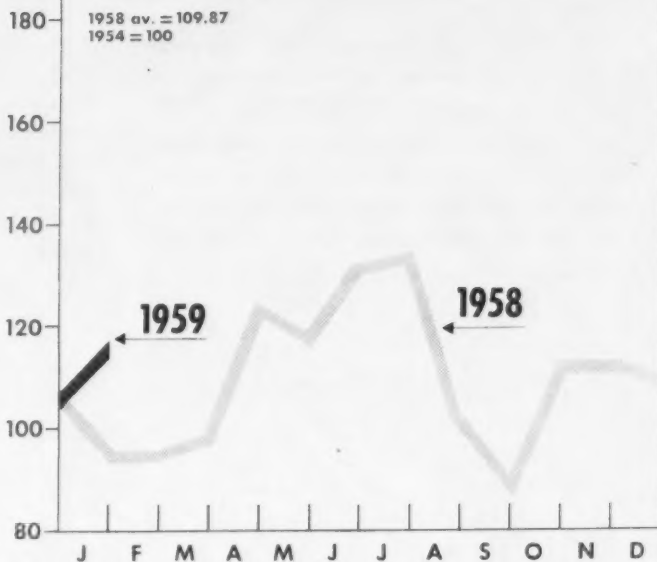
Cold Storage Holdings At the End of 1958

Commodity	1,000 Bushels
Fresh Apples	37,547
Fresh Pears	2,121

Commodity	1,000 Pounds
Fresh Grapes	46,762
Onions	51,221
Celery	520
Dried, Evaporated Fruits	23,782
Peanuts, Shelled	113,735
Other Shelled Nuts	31,989
Peanuts in Shell	1,941
Other Nuts in Shell	52,693
Cream, Fluid	6,409
Cream, Plastic	824
Creamery Butter	69,295
Condensed Milk	2,776
Evap., Cond. Milk (Case Goods)	35,603
American Cheddar Cheese	249,042
Swiss Cheese	10,594
Total Cheese	233,189
Frozen Eggs	57,082
Shell Eggs	53
Dried Eggs	1,433
Broilers or Fryers	34,621
Roasters	9,772
Hens, Fowls	87,885
Turkeys	162,055
Ducks	5,486
Total Poultry	346,003
Frozen Apples	52,021
Frozen Apricots	7,608
Frozen Blackberries	19,321
Frozen Blueberries	22,844
Frozen Cherries	66,574
Frozen Grapes	12,612
Frozen Peaches	42,897
Frozen Plums, Prunes	10,086
Frozen Raspberries	34,251
Frozen Strawberries	167,651
Total Frozen Fruits	493,172
Frozen Orange Juice	114,529
Frozen Asparagus	20,275
Frozen Lima Beans	103,258
Frozen Snap Beans	94,802
Frozen Broccoli	47,872
Frozen Brussel Sprouts	25,368
Frozen Cauliflower	23,026
Frozen Sweet Corn	80,898
Frozen Mixed Vegetables	24,826
Frozen Green Peas	192,564
Frozen Peas and Carrots	18,284
Frozen French Fries	68,248
Frozen Spinach	33,981
Other Frozen Vegetables	113,451
Total Frozen Vegetables	846,853
Beef, Frozen	160,876
Beef, in Cure, Cured and Smoked	13,024
Veal, Frozen	15,755
Picnics, Frozen	8,239
Hams, Frozen	23,194
Bellies, Frozen	45,872
All Other Pork, Frozen	77,145
Dry Salt Bellies, in Cure and Cured	11,555
Other Dry Salt Pork, in Cure and Cured	8,385
All Other Pork, in Cure and Cured	32,023
Lamb and Mutton, Frozen	9,189
Canned Meats and Canned Meat	
Products	57,138
Total Meats	462,396

Source: U. S. Dept. of Agriculture
Agricultural Marketing Service
Agricultural Estimates Division

MATERIAL HANDLING EQUIPMENT BOOKINGS



Bookings of industrial materials handling equipment manufacturers increased nearly 10 per cent in January, according to information from The Material Handling Institute, Inc. This index shows that dollar volume of orders in January was 115.84, using 100 as the monthly average for the statistical base year 1954. The December figure was 105.97

Warehouse Briefs

United Van Lines has been granted an Ontario Public Commercial Vehicle Extra Provincial license certificate.

Global Van Lines has transferred its files onto permanent microfilm in conjunction with the introduction of an open file system for active shipping records and operational data.

A new type of freight handling operation, featuring ship-to-destination delivery, has been launched at Port Newark by the Lehigh Terminal and Warehouse Corp.

Construction of a new headquarters for Columbia Van Lines and its affiliated companies is underway in the central manufacturing district of Torrance, Calif.

New agents for Allied Van Lines are: Atlantic Pacific Van and Storage, Inc., Goldsboro, N. C.; Haley Transfer Co., High Point, N. C.; Hays Moving and Storage, Berkeley, Calif.; Mid-Island Moving and Storage Co., Wantagh, N. Y.; The George A. Shepard and Sons Co., Bethel, Conn.; Columbia Moving and Storage Co., Hattiesburg, Miss.; Hardcastle Transfer and Storage, Mobridge, S. D.; Ledrew's Express Ltd., St. John's, Newfoundland, Canada; and Moffatt Brothers Refrig. Ser. Ltd., Sydney, Nova Scotia, Canada. New branches are: Behrens Moving Co., Menomonee Falls, Wis.; McCune-Bird Storage and Supply, Inc., Great Bend, Kan.; and A. C. Rice Storage Corp., Corning, N. Y.

A 20 per cent reduction in traffic accident frequency was attained by Allied Van Lines, Inc., according to the company's annual safety report just issued.

One of the contract projects of the Agricultural Marketing Service in the Pacific Northwest to increase operational efficiency in apple storage and packinghouses covers the design of apple houses in 50,000-box, 100,000-box, and 200,000-box capacity. Plans for the houses may be obtained by writing to Joseph F. Herrick, Jr., AMS United States Dept. of Agriculture, Room 203 Agriculture Annex Bldg., Washington 25, D. C.

A new type of material for protecting breakables, designed to avoid the disadvantages of other substances, has been introduced at National Van Lines.

New Yakima Warehouse



Bekins Moving and Storage Co. has a new Yakima, Wash., warehouse. The facility is a replica of a Pasco, Wash., unit

Warehouse Directory

Listed below are the more than 300 public warehouses whose services are advertised in this issue of DISTRIBUTION AGE. The listing is alphabetical by city and state. Included are general merchandise warehouses, refrigerated warehouses, and household goods warehouses. Also listed are certain warehouse sales organizations.

Additional information on the services and facilities of particular warehouses shown in the listing can be obtained by turning to the advertisements on the following pages. Generally the advertisements appear in the same geographical, alphabetical sequence as the listings below. Still more information can be had by writing directly to the warehouse.

- ALABAMA**
Birmingham
 American Tfr. & Whse. Co., Inc.
 Doc's Tfr. & Warehouse, Inc.
 Harris Warehouse Co.
 Strickland Tfr. & Whse. Co.
Dothan
 Security Bonded Whse.
- ARIZONA**
Phoenix
 B-Z-Bee Transp'n. & Whse. Co.
 Lightning Mfg. & Whse.
- ARKANSAS**
Little Rock
 Terminal Warehouse Co.
- CALIFORNIA**
Los Angeles
 Bekins Warehousing Corp.
 Davies Warehouse Co.
 Lyon Van & Storage Co.
 Overland Term. Warehouse Co.
 Pacific Coast Terminal Whse. Co.
 Pacific Commercial Whse., Inc.
 Star Truck & Whse. Co.
 Union Terminal Warehouse
Oakland
 Howard Terminal
San Francisco
 San Francisco Whse. Co.
- COLORADO**
Colorado Springs
 Welcker Tfr. & Stge. Co.
Denver
 Larsen Tfr. & Stge. Co.
 North Denver Tfr. & Stge.
 Welcker Tfr. & Stge. Co.
Pueblo
 Burch Whse. & Tfr. Co., Inc.
 Welcker Tfr. & Stge. Co.
- CONNECTICUT**
Danbury
 Shepard's Warehouse
Hartford
 George E. Dewey & Co.
 Hartford Despatch & Whse. Co., Inc.
New Haven
 Atlantic Bonded Whse. Corp.
 Smedley Company
Stamford
 Schaefer, Inc.
- DELAWARE**
Dover
 Delmarva Whses., Inc.
- DISTRICT OF COLUMBIA**
Washington
 Commercial Storage Co.
 Davidson Tfr. & Storage Co.
 Kane Warehouse Company
 Terminal Stge. Co. of Wash.
- FLORIDA**
Jacksonville
 Jacksonville Warehouse Co.
 Laney & Duke Stge. Whse. Co., Inc.
 M & M Term'l. Whse. Company
 Peninsular Whse. Company
 Union Terminal Whse. Co.
Miami
 Colonial Warehouse, Inc.
 International Bonded Whse. Corp.
 Santini Bros., Inc.
- GEORGIA**
Atlanta
 American Bonded Whse.
 Coweta Bonded Warehouse
Savannah
 Savannah Bonded Whse. & Tfr. Co.
- HAWAII**
Honolulu
 City Transfer Co., Ltd.
 H C & D Mfg. & Ldg.
- ILLINOIS**
Cairo
 Hudson Warehouses
Chicago
 Affiliated Whse. Companies
 American Chain of Whses., Inc.
 Anchor Storage Co.
 Associated Warehouses, Inc.
 Crooks Terminal Whses., Inc.
 Currier-Lee Whses., Inc.
 Equipment Storage Corp.
 Griswold & Bateman Whse. Co.
 Grove Storage Co., Inc.
 Joyce Bros. Stge. & Van Co.
 Majestic Whses., Inc.
 Midland Warehouses, Inc.
 North Pier Terminal
 Packers Term'l. & Whse. Corp.
 Producers Warehouse Co.
 Riverside Warehouse
 Soo Terminal Whse.
 Sykes Terminal Whse. Co.
 Thomson Terminals, Inc.
 Wakem & McLaughlin, Inc.
 Western Warehousing Co.
East St. Louis
 McMahon Transfer & Whse. Co.
 Mid-America Term'l. Whse., Inc.
 Mississippi Avenue Whse.
Joliet
 Joliet Whse. & Tfr. Co.
Kankakee
 Belt Route Whse. Stge. Co.
Peoria
 United Facilities, Inc.
Vandalia
 Vandalia Whse. Corp.
- INDIANA**
Elkhart
 Schult General Warehouse
Evansville
 Beeler Warehouse Corp.
 Ingle Street Whse. Co.
 Mead Johnson Terminal Corp.
 Terminal Whse., Inc.
Fort Wayne
 Fort Wayne Storage Co., Inc.
 Pettit Whses., Inc.
Hammond
 Great Lakes Whse. Corp.
 Illiana Storage Co., Inc.
 Nowak Warehouses, Inc.
Indianapolis
 Indiana Term'l & Refrig. Co.
 Indianapolis Whse. & Stge. Co., Inc.
 Merchandise Whse. Co., Inc.
 Strohm Whse. & Cartage Co.
Muncie
 Oren-Shively Whses.
- IOWA**
Cedar Rapids
 American Tfr. & Stge. Co.
 Cedar Rapids Tfr. & Stge. Co.
Davenport
 Roederer Transfer & Storage Co.
Dubuque
 Dubuque Stge. & Tfr. Co.
- KANSAS**
Kansas City
 G-K Warehouses, Inc.
 Transit Whses., Inc.
Wichita
 Brokers Office & Whse. Co.
 United Warehouse Company
 Yellow Van Moving & Stge. Co.
- KENTUCKY**
Louisville
 Louisville Public Whse. Co.
 Mid-Land Warehouse Co., Inc.
Winchester
 Winn Avenue Whses., Inc.
- LOUISIANA**
New Orleans
 H. G. Bauer Mfg. & Stge.
 Commercial Term'l Whse., Inc.
 Gulf Shipline Storage Corp.
 Hayes Drayage & Storage, Inc.
 Jackson Warehouses, Inc.
 Maloney Tking. & Storage, Inc.
 Standard Warehouse Co., Inc.
Shreveport
 Herrin Tfr. & Whse. Co., Inc.
- MAINE**
Bangor
 Galt Block Warehouse Co.
- MARYLAND**
Baltimore
 Camden Warehouses
 Davidson Transfer & Stge. Co.
 Rowley Whsing. & Distributing, Inc.
 Western Maryland Whse. Co.
- MASSACHUSETTS**
Boston
 Charles River Stores operated by Merchants Whse. Co.
 Commodity Warehouse Corp.
 Hoosac Storage & Whse. Co.
 National Dock & Stge. Whse. Co.
 Standard Storage Co.
 Wiggins Terminals, Inc.
Lowell
 Curran-Morton of Lowell, Inc.
Springfield
 Pioneer Valley Refrig. Whse., Inc.
- MICHIGAN**
Detroit
 Central Detroit Whse. Co.
 Detroit Harbor Term'l's, Inc.
 Fleetwing Terminal Corp.
 Grand Trunk Whse. & C. S. Co.
 John F. Ivory Storage Co., Inc.
 Jefferson Terminal Whse.
 Lakeshore Warehouse Inc.
 United States Cold Stge. Corp.
Saginaw
 Central Warehouse Co.
- MINNESOTA**
Minneapolis
 Minneapolis Terminal Whse. Co.
 Security Warehouse Co.
St. Paul
 Central Warehouse Co.
 St. Paul Term'l Whse. Co.
- MISSOURI**
Joplin
 Sunflower Tfr. & Stge. Co.
Kansas City
 Adams Tfr. & Storage Co.
 Central Storage Co.
 Crooks Terminal Whses., Inc.
 Evans Whse. Service
 G-K Whses. Inc.
 Jacobs Warehouse Co., Inc.
 Kansas City Term'l. Whse. Co.
 Midwest Terminal Whse. Co.
St. Louis
 Keystone Warehousing Co.
 S. N. Long Warehouse
 Madison St. Term'l. Whse. Corp.
 Rutger St. Whse., Inc.
 St. Louis Terminal Whse. Co.
 Tyler Whse. & Cold Stge. Co.
 Warehousing Corp. of Mo., Inc.
- NEBRASKA**
Lincoln
 Sullivan Tfr. & Stge. Co.
Omaha
 Ford Stge. & Mfg. Co.
 Gordon Stge. Whses., Inc.
 Omaha Central Whse. Co.
- NEW HAMPSHIRE**
Manchester
 McLane & Taylor Corp.
- NEW JERSEY**
Atlantic City
 Atlantic Moving & Storage Co.
Bayonne
 Lehigh Tank Terminal
Camden
 Camden Marine Terminals
 Eavenson & Levering
Elizabeth
 Wheeling Transportation, Inc.
Jersey City
 Cooke Warehouse Corp., J. Leo
 Lackawanna Whse. Co., Inc.
 Wheeling Transportation, Inc.
Newark
 Federal Stge. Whses.
 Lehigh Whse. & Trans. Co.
Port Newark
 Lehigh Term. & Whse. Co.
 Wheeling Transportation, Inc.
Trenton
 Anchor Warehouse Co.
 Delaware Valley Whse. Co.
- NEW YORK**
Brooklyn
 Dock Whsing. & Bottling Center, Inc.
 Empire State Whses. Co.
Buffalo
 American Household Stge. Co.
 Buffalo Merchandise Whses., Inc.
 Keystone Warehouse Co.

Knowlton Warehouse, Inc.
Geo. Laub's Sons
Lederer Terminals
Wilson Warehouse, Inc.

Deer Park, L. I.
Pinter Warehouse, Inc.
Dunkirk
Tidewater-Cleveland Stge.
Corp.

Horseheads
Lehigh-Horseheads Whse.
Corp.

New York City
Affiliated Whse. Companies
American Chain of Whses., Inc.
Associated Warehouses, Inc.
Bowling Green Stge. & Van Co.
Chelsea Fireproof Stge. Whses.
Santini Brothers, Inc.

Richmond Hill, L. I.
Kew Gardens Stge. Whse., Inc.

Rochester
Geo. M. Clancy Carting Co.,
Inc.

Syracuse
Great Northern Whses., Inc.
King Storage Whse., Inc.
Paul-Jeffrey Company

White Plains
J. H. Evans & Sons, Inc.

NORTH CAROLINA
Charlotte
American Stge. & Whse. Co.,
Inc.

Dixie Cartage & Whsing. Co.
Raleigh
Carolina Stge. & Dist. Co.
Raleigh Bonded Whse., Inc.

NORTH DAKOTA
Fargo
Union Storage & Tfr. Co.

OHIO
Akron
Cotter Merchandise Stge. Co.

Canton
Canton Storage, Inc.
Cincinnati
Cincinnati Term. Whses., Inc.
Cleveland
Assembly Distribution Service,
Inc.

Conaty Warehouse Co.
Lederer Terminals
National Terminals Corp.
Railway Warehouses

Columbus
Central Ohio Warehouse Co.
Columbus Term. Whse. Co.
Merchandise Whse. Co.
Nelson Storage Co.
Ohio Warehouses, Inc.

Dayton
Dayton Warehouses, Inc.
Lewis & Michael, Inc.
Union Storage Co.

Toledo
Edgar's Warehouses
Great Lakes Term. Whse. Co.
Merchants & Mfrs. Whse. Co.
Toledo Terminal Whse., Inc.

Youngstown
Lederer Terminals

OKLAHOMA
Oklahoma City
General Warehouse Corp.
O. K. Tfr. & Stge. Co.

Tulsa
General Warehouse Corp.

OREGON
Portland
Holman Transfer Co.
Oregon Transfer Co.
Rapid Transfer & Stge. Co.
Rudie Wilhelm Whse. Co.

PENNSYLVANIA
Allentown
Hummel Warehouse Co., Inc.

Butler
Nicholas Tfr. & Stge. Co.

Erie
Erie Warehouse Co.
M. V. Irwin Moving & Stge.

Harrisburg
Central Storage & Transfer Co.
Harrisburg Storage Co.
Harrisburg Warehouse Div.,
Western Whsing. Co.

Lancaster
Lancaster Storage Co.

Philadelphia
Commercial Warehousing Co.

Merchants Whse. Co.
Pennsylvania Whsing. & Safe
Deposit Co.
Terminal Warehouse Co.
Pittsburgh
Beacon Warehouse, Inc.
White Terminal Co.
Scranton
Mifflin Warehouse Co.
Quackenbush Warehouse Co.

SOUTH CAROLINA
Charleston

Berkeley Storage Co.
Charleston Whse. & Fwdg.
Corp.

Columbia
Carolina Bonded Stge. Co.

TENNESSEE
Chattanooga
Chattanooga Whse. & C.S. Co.
Cherokee Whses., Inc.

Memphis
Mayer Whse. & Term. Inc.
Midwest Terminal Whse. Co.
Poston Warehouses, Inc.
Valden Warehouse

Nashville
Bond, Chadwell Co.
Central Van & Stge. Co.

TEXAS
Corpus Christi
Crocker Transfer & Stge. Co.,
Inc.

Dallas
Dallas Transfer & Term. Whse.
Co.
Interstate-Trinity Whse. Co.

El Paso
El Paso Term. Whses., Inc.
Western Warehouses

Fort Worth
Binyon O'Keefe Stge. Co.
Johnson Stge. & Van Co.
United States Cold Stge. Corp.

Houston
American Warehouses, Inc.
Houston Central Whse. & C.S.
Co.
Houston Term. Whse. & C.S.
Co.
Houston Warehouse Service,
Inc.

Patrick Tfr. & Stge. Co.
T.P.C. Stge. & Tfr. Co., Inc.
Texas Service Whse. Co.
Union Transfer & Stge. Co.
Universal Term. Whse. Co.
Wald Term. Whse. Co., Inc.

UTAH
Salt Lake City
Noyce Transfer Co.
Redman Van & Storage Co.

VIRGINIA
Norfolk
Security Storage & Van Co.
Southgate Storage Co., Inc.

WASHINGTON
Seattle
National Transfer, Inc.
Seattle Transfer Co.
Taylor-Edwards Whse. & Tfr.
Co., Inc.

Spokane
Taylor-Edwards Whse. & Tfr.
Co., Inc.

WEST VIRGINIA
Dunbar
Guaranty Storage Co.

Huntington
Service Warehouse Corp.

WISCONSIN
Green Bay
Leicht Tfr. & Stge. Co.
Madison
Hansen Stge. of Madison, Inc.

Milwaukee
American Warehouse Co.
Hansen Storage Co.
National Warehouse Corp.
Terminal Storage Co.

CANADA
Toronto, Ont.
Howell Warehouses Ltd.
Terminal Warehouses Ltd.
Toronto Storage Co. Ltd.
Montreal, Que.
St. Lawrence Warehouse, Inc.

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Warehouse, Concrete and Steel Construction—150,000
sq. ft.—sprinklered. ADT Alarm. Private siding. Frisco
railroad. Pool Car Distribution and heavy machinery
hauling.

Member of AWA—SEW&MA—AlaYA



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Chicago 2 New York 36
ST 2-5180 MU 2-8927



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General Merchandise Storage and Distribution
Pool Car Service a Specialty—Motor Truck Service
Centrally Located—Free Switching from All R.R.s



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S.W. Georgia
N.W. Florida

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Efficient—Conscientious Branch House Service.

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Merchandise & Household Goods. Warehouse Capacity 20,000 sq. ft.
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livered Same Day. 16 car siding. Our own
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- Field Warehousing
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- 20 Car Capacity

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Allied Distribution
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ESTABLISHED 1918

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POOL CAR DISTRIBUTION STORAGE IN TRANSIT
DAILY HARBOR, LOCAL AND STATEWIDE HAULING
EXPERIENCED, EFFICIENT, BONDED PERSONNEL
10 Car Siding on A.T.&S.F. Railway
Sprinklered—A.D.T. Protected

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1817-1855 INDUSTRIAL ST., LOS ANGELES 21
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COMPLETE FACILITIES SPRINKLERED—A.D.T. EFFICIENT SERVICE

Storage 256,000 Square Feet Distribution 120 Pieces Motor Equipment
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Dependable Service

575,000 sq. ft. Storage Space

Storage and distribution of merchandise to points in
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General Merchandise Storage	Central Location
U. S. Customs Bonded	Class A Reinforced Concrete
Whse. #27	Buildings
Cooler Room Facilities	Fully Sprinklered
Pool Car Distribution	Low Insurance (ADT Service)
City Deliveries	24 Hour Switching Service

Served by Southern Pacific—
Pacific Electric Ry. Co.

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A. F. Mortensen, J. A. Williams, Vice President
President & General Manager



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SACRAMENTO, CALIF.

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WAREHOUSING • DISTRIBUTING • DRAYING
Steamer Piers • Office Space Available

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SAN FRANCISCO, CAL.

Utter 1-3461

SAN FRANCISCO WAREHOUSE CO.

COMPLETE
WAREHOUSE
SERVICE

500,000 Sq. Ft.

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United States Customs and
Internal Revenue Bonded Storage
Draying and Pool Car Distribution
Office Accommodations and
Telephone Service

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Teletype SF933

Member
American Warehousemen's Assn.
Distribution Service, Inc.

Colorado Springs, Colo.

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WEICKER TRANSFER & STORAGE CO.

- ★ Pool car distribution—
- ★ Moving, packing, shipping.
- ★ Crane, Winch, Heavy hauling equipment.

Agent ALLIED Van Lines



In Denver call LARSEN

Specializing in General Merchandise Storage and Pool Car Distribution

- TELETYPE DN 536
- PRIVATE SIDING U.P.
- FREE SWITCHING
- SPRINKLERED SPACE
- LOCAL DELIVERIES
- LOW INSURANCE RATE

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DENVER

★ foot of the Rockies

The LOGICAL "break-bulk" point for economical shipping
— Where carload minimums change.

NORTH DENVER


★ the logical place to Warehouse!

COMPLETELY UP-TO-DATE:

- ★ BUILDINGS
- ★ HANDLING METHODS
- ★ OFFICE PROCEDURES

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Denver 5, Colorado

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DENVER, COLO. 1700 Fifteenth, Denver 17, Colo.

WEICKER TRANSFER & STORAGE CO.

★ 340,000 sq. ft. of modern concrete and mill constructed buildings for mds. and house-hold goods storage.

★ Pool car distribution—12 car siding.

★ Moving, packing, heavy hauling equipment.

★ Crane, Winch, daily motor freight service under regulation of the Public Utilities Com. Connection with Interstate Truck Lines to Principal Cities. Wholesale and distribution facilities in Colorado Springs and Pueblo.

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BURCH WAREHOUSE AND TRANSFER CO., INC.

General Office and Warehouse
200 SO. SANTE FE AVENUE
Modern Sprinklered Fireproof Building—Freight Forwarding and Distribution—Household and Merchandise Storage.

PACKING AND SHIPPING

PUEBLO, COLO. 128-130 SOUTH MAIN

WEICKER TRANSFER & STORAGE CO.

- ★ Modern Sprinklered Building
- ★ Pool Car Distribution
- ★ Household and Merchandise Facilities
- ★ Freight Forwarding and Distribution

★ AGENT ALLIED VAN LINES—



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You're Sure of Service When You Ship to
SHEPARD'S WAREHOUSE
THE GEO. A. SHEPARD & SONS CO.
BETHEL, CONN. TEL.: Pioneer 8-3548


Our warehouse—75,000 sq. ft., sprinklered, heated, with private siding—is located just 3 mi. from Danbury, on the New Haven RR, 60 mi. from N.Y.C. Easy access truck routes US 6 & 7.



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LET DEWEY DO IT
GEO. E. DEWEY & CO.
11 Donald St., Hartford 5, Conn.

100,000 sq. ft. warehousing space; 8-car private siding; complete ADT fire, burglary protection; 100% sprinklered warehouse. Teletype H. F. 287 or write...



HARTFORD, CONN. U. S. CUSTOMS BONDED WAREHOUSES


HARTFORD DESPATCH
and **WAREHOUSE CO., Inc.**
410 Capitol Ave., Hartford 1, Conn.

- ★ Public Storage
- ★ Pool Car Distribution
- ★ 100% Palletized
- ★ ADT Protective Service
- ★ Prompt Delivery Via Own Fleet

NEW HAVEN, CONN. Member of AWA-Conn/WA-New Haven Conf.

THE ATLANTIC BONDED WAREHOUSE CORP.
140 Ferry Street P. O. Box 33 New Haven 1, Conn.

Merchandise Storage—U. S. Customs and Internal Revenue Bonded—Consolidation—Storage and Distribution—Inventory Control—Telephone and Clerical Service—Brick and Concrete Building—Sprinklered—Heated—Private Siding NYNH&H R.R.—All Trucking Facilities—Pool Car Distribution.



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THE SMEDLEY COMPANY
established 1860

Complete Storage and Distribution Service
Merchandise—Household Goods
AWA—NFWA—AVL agents

STAMFORD, CONN. AGENT ALLIED VAN LINES, INC.

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For the fabulous Fairfield-Westchester area store with Schaefer . . . 75,000 square feet of Modern fireproof storage. Storage of household goods and merchandise.

Schaefer

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Flerside 8-6431

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Member of AWA-NFWA

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Wm. St. & Penna. R.R., Dover, Delaware
Phone—Dover 3141-5949

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GOODS STORAGE**

120,000 sq. ft. 80,000 sq. ft. heated
Lease rentals of whole buildings or parts

15 car private siding
Storage in transit
Pool car distribution
Inventory control

Agents for Allied Van Line



WASHINGTON, D. C.

Telephone: HUDSON 3-3212

COMMERCIAL STORAGE COMPANY

910 Brentwood Road, N.E., Wash., D.C.

Merchandise storage & distribution

Space for any kind of commodity

Private siding on D. & O. R.R.

Stopoff cars conveniently handled from P.R.R.

G. P. Mullen J. Gail Marsh H. R. Thomas

WASHINGTON, D. C.

**DAVIDSON
TRANSFER & STORAGE CO.**

A.T.A.
N.F.W.A.
F.I.D.I.
B.A.O.F.R.

3180 V Street, N.E.
Lawrence 9-2700
Cable: DAYTRANSO



Complete Warehousing Services
Moving • Packing • Storage
Crating • Lift Vans • Packaging

WASHINGTON, D. C.

Member A.W.A.

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Merchandise Storage Division
8th & Franklin Streets, N.E.
40,000 sq. ft.

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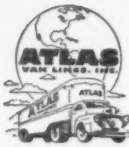
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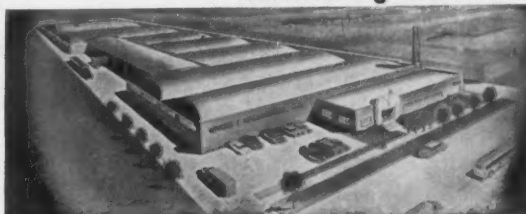
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Free Literature . . .

(Continued from Page 50)

Boxboard Thickness Standard

A recommended revision of Simplified Practice Recommendation R44-36, Boxboard Thicknesses is being circulated for approval to producers, converters, distributors, and users of folding and set-up boxes made from boxboard. Caliper and weight of the board are suggested for revision. Copies of the proposed revision have been prepared by the U. S. Dept. of Commerce, Commodity Standards Div. Circle No. 99 on Card, Facing Page 51

Three-Speed Stacker

A new electric walkie stacker designed for narrow aisle use is described in literature from the Raymond Corp. The truck has 2000-lb capacity and operates on four six-

volt batteries connected in series to provide 24-volt power. The truck has three speeds forward and reverse. Two standard models have collapsed heights of 68 and 83-in. Circle No. 100 on Card, Facing Page 51

Panama, World Market

The centuries-old trading tradition of Panama is experiencing a rebirth due to the Colon Free Zone which is becoming a focal point of world commerce for companies from Europe, Asia, and North America. A 32-page booklet prepared by the Republic of Panama tells of the Zone's benefits and services such as low distribution costs and reduced inventories. Public warehousing is but one industry discussed. Circle No. 101 on Card, Facing Page 51

N. Y. Port Handbook

The 1959 edition of the New York Port Handbook, published by the Port Resources Information Committee features up-to-date information and an introduction to the facilities. Circle No. 102 on Card, Facing Page 51

Pneumatic-Tired Truck Series

A 12-page brochure from the Hyster Co. covers performance, construction, and maintenance features of the Hyster pneumatic-tire lift-truck series. Circle No. 103 on Card, Facing Page 51

Wax Protected Corrugated

Information on the new moisture resistant corrugated board developed by Hinde and Dauch is contained in a four-page folder. The report includes description, specifications, and performance data. Circle No. 104 on Card, Facing Page 51

(Please Turn to Page 110)

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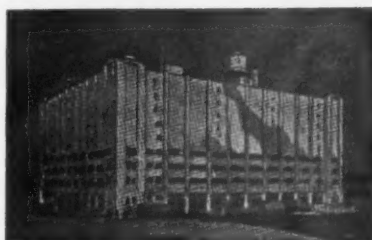
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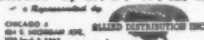
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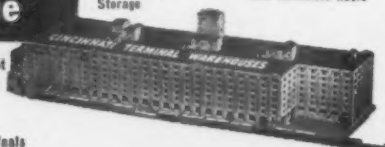


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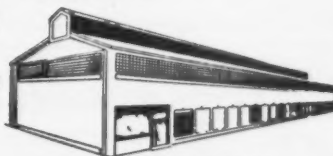
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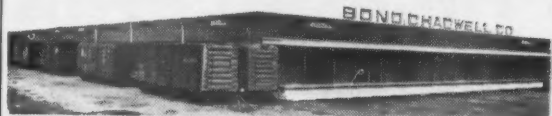
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Free Literature . . .

(Continued from Page 96)

Package Handlers

Useful information on Oliver-Far-quhar light-duty power belt conveyors now is available in two bulletins. Bulletin 540 includes descriptive line drawings and specifications on the roller bed package handling conveyor. This unit has been engineered for application flexibility and is available in various combinations. Bulletin 610 details the slider bed power belt conveyor. This floor conveyor is available in trough or table type.

Circle No. 105 on Card, Facing Page 51

Portland, Ore., Report

The Annual Report of the Commission of Public Docks, Portland, Ore., is currently being offered by the Port.

Circle 106 on Card, Facing Page 51

Expandable Bulk Shippers

An illustrated booklet dealing with the problems of handling granular and powdered materials has been prepared by Package Research Laboratory. "Expandable Bulk Shippers" contains brief facts about recently introduced wirebound corrugated bulk shippers. It includes basic construction, assembly, filling, warehousing, and freight information.

Circle 107 on Card, Facing Page 51

Frozen Food Shipper

A two-tone leaflet from National Cold Storage Shipping Containers Co. gives a description, photographs, and dimensions of a new frozen food shipping container.

Circle 108 on Card, Facing Page 51

Hydraulic Crane Scale

Recent technical and design improvements of the Martin-Decker Sensater hydraulic crane scale are included in a folder now available. The scale has been redesigned to meet the need of low headroom loss and light weight, but still meet the accuracy tolerances of the Bureau of Standards.

Circle 109 on Card, Facing Page 51

Market Survey, Cartons

Supermarket managers endorse the glue sealed folding carton in an 83 per cent preference over other styles, reports a recent market study by the Consumer Package Research Div., Alford Cartons. One hundred managers were interviewed in the metropolitan New York area to determine which style of carton was easiest to stock, had longest shelf life, and required less attention. Copies of the report are available from Alford Cartons.

Circle 110 on Card, Facing Page 51

(Resume Reading on Page 52)

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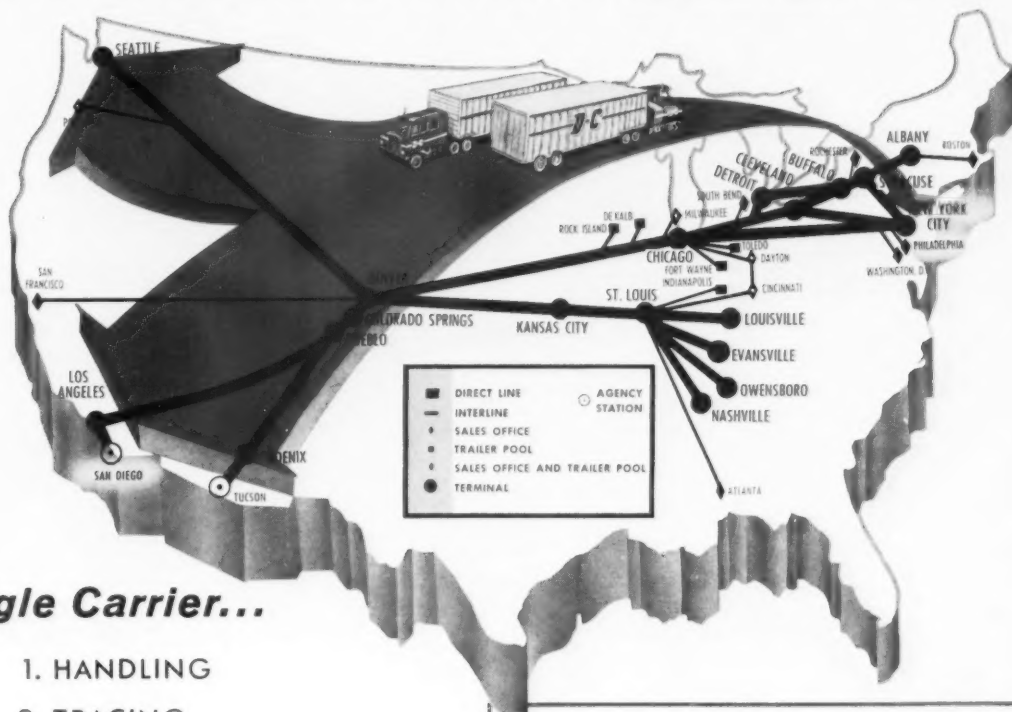
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Specify
D'C **THE ONLY DIRECT**
COAST-TO-COAST CARRIER!

...one carrier responsibility ALL THE WAY
 with **NON-STOP, 2-MAN SLEEPER CABS**



Single Carrier...

1. HANDLING
2. TRACING
3. INSURANCE
4. SAFETY
5. DELIVERY INFORMATION

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TRUCKING CO., INC.

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AUTOMATIC



Automatic Docker at work in huge distribution center. Docker works easily around overhead conveyor system and stacks loads four high.

You Can Forget Congested Area Handling Problems ... When the Electric End Control "DOCKER" Moves In!

Heavy loads, congested areas? No problem, if you have an Automatic Docker on the job. Because of its compact, stand-up, end-control design, the Docker has superior maneuverability. It can work easily in any type of congested area: on shipping docks, inside trailers or box cars, in narrow aisles. It lets you load, unload, move and stack with the speed and efficiency you want!

Small as it is, the Docker provides safety and convenience for the operator. Maximum stability is provided by 4-wheel suspension and low center of gravity. Superior productivity is made possible by fast lift and travel speeds. Available in capacities from 1500 lbs. to 4000 lbs.

Investigate the advantages the Docker offers you and learn how it can cut your materials handling costs to a minimum. Send for our informative, illustrated booklet. Just mail the coupon.

Advanced Materials Handling at Less Cost to You



**AUTOMATIC
TRANSPORTATION COMPANY**

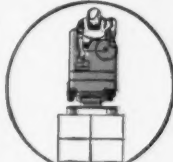
Division of The Yale & Towne Manufacturing Company
115 West 87th Street, Dept. D-9, Chicago 20, Illinois
WORLD'S LARGEST EXCLUSIVE BUILDER OF ELECTRIC-DRIVEN INDUSTRIAL TRUCKS

Look at the PLUS Features Docker Gives You



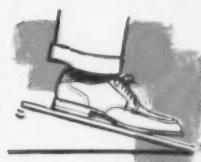
LOW BACK STEP

Safer, less tiring; easier for operator to handle quick on-and-off operations.



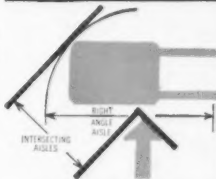
FULL VISIBILITY

Gives operator clear, unobstructed view of surrounding area for maximum safety.



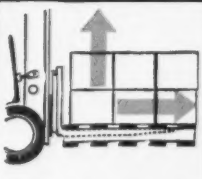
SAFETY BRAKE CONTROL

Brake is on when foot is raised. Prevents costly accidents and collisions.



ZERO INSIDE TURN RADIUS

Maneuvers easily and quickly in cramped, congested quarters.



INCHING CONTROL

Foot-controlled inching operates truck in low speed while load is raised.



NO GAS FUMES

Quiet-operating electric power means no toxic gas fumes or noise in congested areas where other employees are working.

- ☐ Rush complete information on Automatic DOCKER of ___ lbs. capacity.
☐ Full details on Lease and convenient Budget-Purchase Plans.

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Firm Name _____

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Circle No. 26 on Card, Facing Page 51, for more information